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Vietnam

Oilseeds and Products Annual

Oilseeds and Products Annual 2016

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Report Highlights:

In Marketing Year (MY) 2014/15 (Calendar Year 2015), the U.S. was unseated by Brazil as the largest exporter of soybeans to Vietnam. U.S. exports placed 2nd in the market at 660 thousand metric tons (TMT), a drop of 5.4 percent in volume. In MY 2015/16 (CY 2016), U.S. soybean exports are expected to fall to about 550 TMT as poor early year sales will not be made up for by fall 2016 exports. In MY 2014/15, total soybean meal (SBM) imports were 4.5 million metric tons (MMT), an increase of about 23 percent over the previous year (3.65 MMT) due to increasing demand from animal and aquaculture feed industries and food industry. The feed sector continues to grow keeping pace for the livestock and aquaculture sector's development and Post forecasts 2016 and 2017 SBM imports to slightly increase, to 4.6 MMT and 4.7 MMT, respectively.

Executive Summary:

Vietnam's oilseed production continues to fall well below demand from the food industry and the livestock and aquaculture feed sectors due to low yield and strong competition from other field crops, such as corn. Post estimates that soybean production will not significantly increase in the coming years due to generally low yields and lack of meaningful expansion of growing areas. Competitiveness is a major disincentive to the expansion of the soybean sector overall.

Total imports of soybeans in 2014/15 were 1.7 MMT, an increase of 9 percent over the previous year due to rising demand from the food and feed industries. In MY 2014/15, U.S. was the second largest exporter of soybeans to Vietnam, following Brazil, capturing a 39 percent market share. U.S. soybean exports to Vietnam were 660 TMT, a drop of 5.4 percent in volume and a significant drop of 33 percent in value from the previous MY.

In MY 2014/15, Vietnam imported about 4.5 million metric tons (MMT) of SBM and soy flour, an increase of about 23 percent over the previous year (3.65 MMT) due to increasing demand for protein feed, and food industry. In 2015, U.S. SBM exports to Vietnam were 320 TMT, accounting for 7 percent market share. This is a drop from 10 percent in the previous year (368 TMT). In MY 2014/15, approximately 96 percent of U.S. SBM exports to Vietnam were soybean flour (HS Code 120810). Post projects soy flour imports will continue to increase in 2016 and in coming years as demand continues to grow due to population growth and rising incomes. Post forecasts 2016 and 2017 total SBM imports to increase slightly to 4.6 MMT and 4.7 MMT, respectively, given rising demand from the food and feed industries.

Vietnam continues to rely heavily on imported crude and refined vegetable oils to meet consumer demand, although domestically produced crude soybean oil has been available in the country since 2011. In 2015, Vietnam produced about 214 TMT of crude soy oil from commercial crushing facilities, but continued to import an estimated 761 TMT of crude and refined vegetable oils to meet local consumption and regional export demand. In 2015, refined vegetable oil imports were 662 TMT, a drop of about 10 percent from the previous year, and crude vegetable oil imports were almost at the same level of the year ago, which was 17 percent increase over 2014. Post forecasts that total vegetable oil imports in 2016, particularly crude imports, will rebound in the 800-820 TMT range due to new operation of a large vegetable oil refiner in Vietnam. Vietnam's exports of all types of vegetable oil and animal fat in 2015 were an estimated 182 TMT, almost the same level of the previous year (183 TMT), of which crude and refined soy oil accounted for 57 percent, while palm oil, copra oil and other products accounted for 43 percent. Post estimates soy oil exports at 100 TMT in both MY 2014/15 and MY2015/16.

OILSEED SECTION**Commodities:**

Oilseed, Soybean

Production:

Post's first forecast for Vietnam's MY 2016/17 soybean production is 167 thousand metric tons (TMT) on a forecasted 115,000 (ha). Soybean competitiveness vis-à-vis corn cultivation remains limited as per hectare revenue for soybean cultivation remains lower than corn cultivation.

FAS-Hanoi also revises Vietnam's MY 2015/16 soybean production down from 181 TMT to 161 TMT on 110,000 ha harvested area due to decreased growing areas. The scale of soybean production remains small, compared to other crops, and continues to fall far short of domestic demand. The major soybean growing area is concentrated in the Red River Delta in the North of Vietnam and accounts for 90 percent of total area.

Post estimates that soybean production will not significantly increase in the coming years due to generally low yields and lack of meaningful expansion of growing areas. Competitiveness is a major disincentive to the expansion of the soybean sector overall.

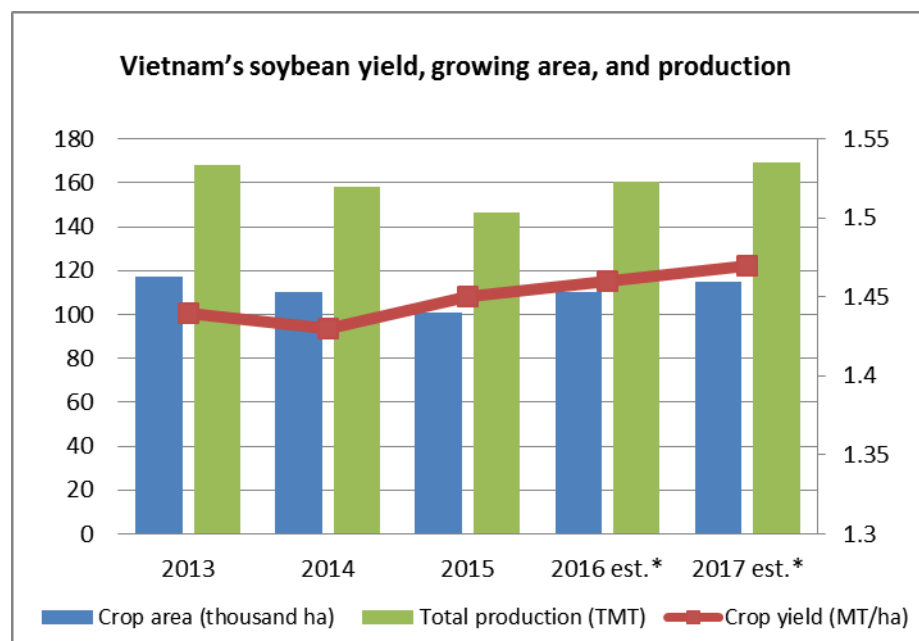
Regarding commercial cultivation of biotech soybean, as of yet, biotech developers have not pursued the commercial release of biotech soy in Vietnam. This further reduces the competitiveness of soybean cultivation as revenue from new corn varieties (including biotech varieties) exceeds revenue from soybean cultivation.

Table 1: Soybean production

	2013	2014	2015	2016 est.*	2017*est.
Crop area (thousand ha)	117.2	110.2	100.8	110	115
Crop yield (MT/ha)	1.44	1.43	1.45	1.46	1.47
Total production (TMT)	168.2	157.9	146.4	161	167

Source: General Statistics Office (GSO), MARD, *Post estimates

Graph 1: Vietnam's soybean yield, growing area, and production



Source: General Statistics Office (GSO), MARD, * Post estimates

Consumption:

Imported soybeans continue to feed Vietnam's two industrial-scale crushing plants (one in the North and one in the South) to produce soy oil and soybean meal. Domestically produced, full fat soybeans are mainly used in food processing (tofu and soymilk) and household-scale soybean oil production. In Calendar Year 2015 (MY 2014/15), total reported crush of the two facilities was approximately 1.13 MMT, about 77 percent of total capacity, a 9 percent drop from the level of the previous year due to decreased operation of the facility in the North. The resulting total soy products production was 822 TMT soymeal, 214 TMT crude soy oil, 56 TMT soy hulls, and about 4 TMT of feed grade Lecithin.

Both facilities anticipate slightly increasing crush in Calendar Year 2016 (MY 2015/16) as price dynamics keep crush margins positive and a new fermented soybean meal plant in the North fuels additional demand for soybean meal. Demand for soybeans used in the food processing industry is also increasing. Post estimates MY 2015/16 crush at 1.15 MMT. Post's forecast for Calendar Year 2017 (MY 2016/17) is 1.2 MMT as overall demand for soybean meal from Vietnam's livestock sector will drive overall demand higher.

The livestock and aquaculture industries continue to drive the demand for feed and soybeans, and this will drive the further development of the domestic crushing industry. In 2015, of the 15.9 MMT of commercial animal feed production, about 3.2 MMT (20 percent) was soybean meal, and of the 3.05 MMT of aquaculture feed, about 763 TMT (25 percent) was soybean meal. According to local feed producers, animal and aquaculture feed production continues to grow in 2016 with MARD estimating demand for locally-produced industrial feed at 16.5 MMT, up about 4.3 percent from 2015. Aquaculture feed demand will grow to over 4.5 MMT in 2016 and to 5.6 MMT by 2020, according to MARD. Food use domestic consumption of soybean products (such as soy milk, tofu, and other drinks using soybeans) continues to grow. Post estimates the growth in food use consumption of soybeans at about 5.5 percent a year. Post's MY 2015/16 and 2016/17 food use consumption estimates are 380 TMT and 400 TMT, respectively.

Trade:

Imports

In MY2014/15, Vietnam imported about 1.71 MMT of soybeans, of which approximately 40 percent came from Brazil, 39 percent from the United States, and the rest sourced from Argentina, Canada, Cambodia, Uruguay, Paraguay, and other countries (Tables 2,3, 5, & 6 and Graphs 3 & 4). Brazil overtook the United States and became the largest exporter of soybeans to Vietnam with the United States falling to the second largest exporter. Soybean imports from the United States were 660 TMT (valued at \$269.4 million) in MY 2014/15, a drop of 5.4 percent in volume and a significant drop of 33 percent in value from the previous MY (698 TMT and \$402.6 million). Overall, soybean import value was \$764 million in 2015, a significant drop of 16 percent from the record level of \$913 million in 2014 due to deep decline in global prices.

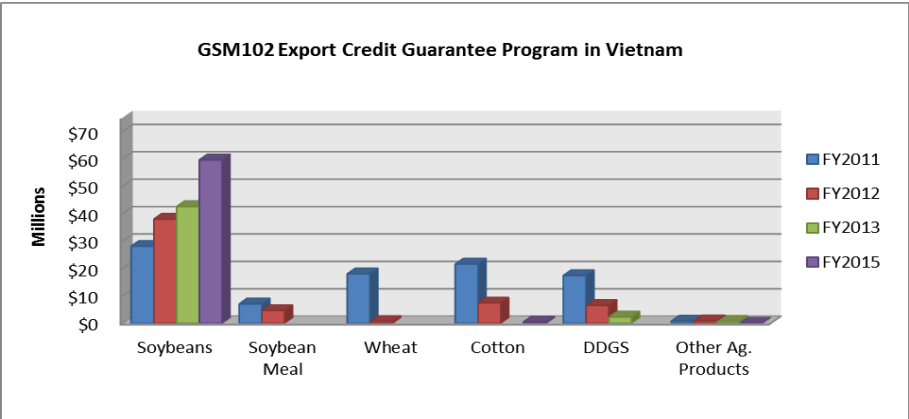
Under the current tariff structure, soybeans enjoy a zero percent tariff for imports from World Trade Organization (WTO) member countries, while the new tariff rate for soybean meal is 2 percent. This new tariff structure will drive increasing soybean imports in the coming years. Post forecasts MY 2015/16 soybean imports at 1.75 MMT, based on Post's projections for increasing demand from the livestock and aquaculture feed industries, operation of Vietnam's crushing plants, and demand from the food processing sector. Post's initial MY 2016/17 import estimate is 1.8 MMT as the growth in imports slows as the crushing facilities near their respective crushing capacities. Any expansion in crush

capacity, either by expanding existing plants or the construction of new plants, will result in large increases in soybean imports.

In Fiscal Year 2015 (October 2014-September 2015), USDA’s Export Credit Guarantee Program (GSM-102) continued to support the growth of soybean exports to Vietnam. GSM-102 transactions for soybean exports continued to dominate GSM-102 program usage in Vietnam, accounting for 99 percent of total exports financed by GSM-102 (see Graph 2). Please see below link for further details: <http://www.fas.usda.gov/programs/export-credit-guarantee-program-gsm-102/gsm-102-allocations>.

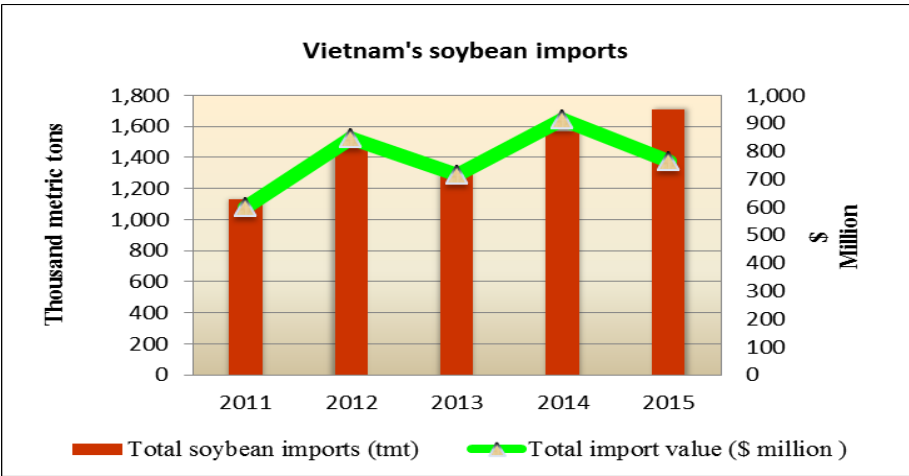
Currently, there are nine local banks eligible to participate in this GSM-102 program in Vietnam. Please refer to the following link: <http://www.fas.usda.gov/programs/export-credit-guarantee-program-gsm-102/gsm-102-approved-financial-institutions-southeast>.

Graph 2: GSM-102 Export Credit Guarantee Program in Vietnam



Source: FAS/USDA; Note: Data for FY2015 (from October 2014-December 2014)

Graph 3: Vietnam’s soybean imports (2011-2015)



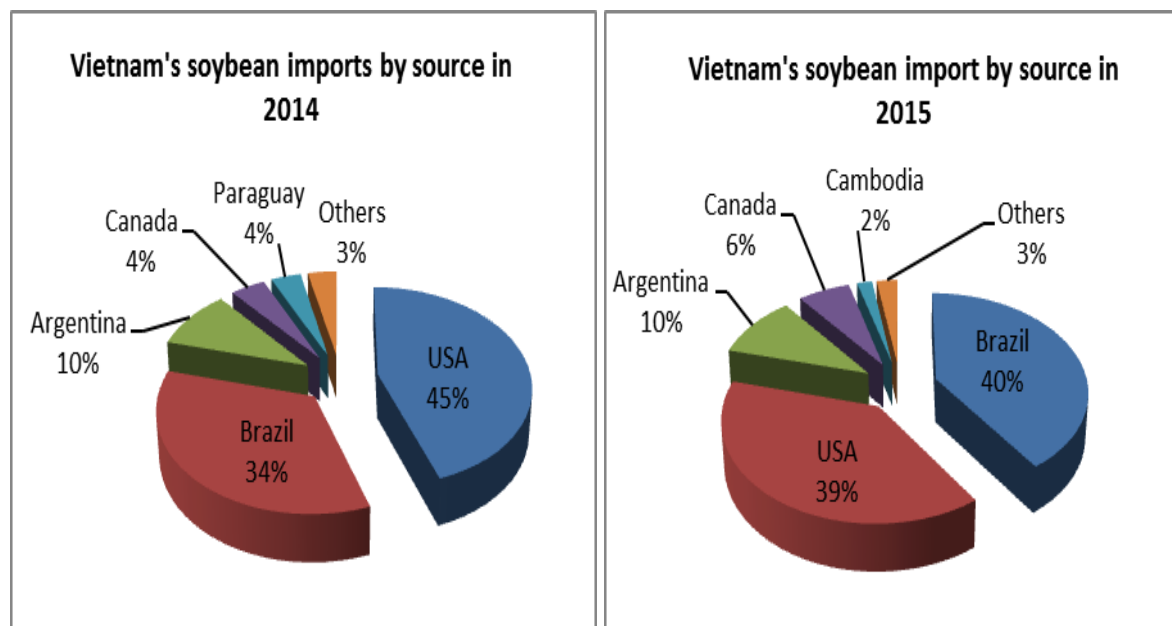
Source: GCO, GSO, GTA, Local importers

Table 2: Soybean imports by source

Country	2013 Quantity (TMT)	2014 Quantity (TMT)	2015 Quantity (TMT)
Total Imports:	1,290.7	1,564	1,707
Brazil	571.1	538.8	687
USA	555.5	697.8	660
Argentina	66	151.6	175.8
Canada	36	65.6	107.9
Cambodia	n/a	n/a	31.6
Uruguay	18.9	17.3	13.2
Paraguay	10.1	56.5	11.4
Ukraine	32.2	n/a	n/a
Others	0.9	36.4	20.1

Source: GSO, GCO, BICO data, Global Trade Atlas (GTA);

Graph 4: Vietnam's soybean volume import by source in 2014-2015



Source: GCO, GSO, GTA, Local importers

Table 3: Soybean imports by month in 2014-2015

	2014		2015	
	Volume (TMT)	Value (million \$)	Volume (TMT)	Value (million \$)
Total Imports:	1,564	913.2	1,707.1	764.7
December	169	89	176	72.4
November	117	61.6	164.7	70
October	110	62.7	95	41.1

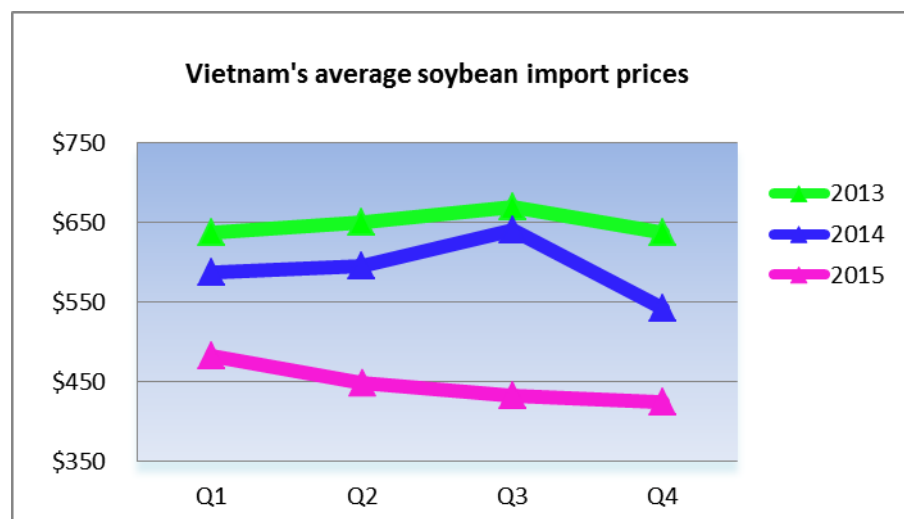
September	65	39.2	94.7	42.4
August	120	64.6	199.2	87
July	86	66.9	113.5	47.1
June	160	97.1	129.6	56
May	127	75.8	183.3	81.3
April	169	98.8	55	27.8
March	241	140.6	250.1	117.7
February	41	24.7	130.2	64
January	159	92.2	115.8	57.9

Source: General Customs Office (GCO), MARD

Prices

Vietnam's average import price for soybeans in 2015 was \$448/MT, about a 24 percent drop from the previous year (\$592/MT) (Graph 4). Local traders forecast that soybean import prices will continue at low levels in 2016 due to strong supply in the world market from Brazil and low gas/oil prices leading to lower transportation costs. Import prices for grade 2 full fat soybeans were quoted at \$399 and \$400 per MT, CNF Ho Chi Minh City and CNF Hai Phong, respectively, for shipments in April/May 2016, a 16 percent drop from the same time the previous year.

Graph 5: Vietnam's average soybean import prices (2013-2015)



Source: GCO, Local Traders/Importers

Policy

The regulatory process for agricultural biotechnology for use as food and feed

Regarding the regulatory process for reviewing the safety of agricultural biotechnology for use as food and feed (including soy biotech events), please refer to the 2015 Agricultural Biotechnology Annual GAIN report [VM5042](#) for further information. As of March 2016, the Ministry of Agriculture and Rural Development (MARD) approved eighteen biotech events, of which ten are soybean events. In addition, there are 12 events for cotton, canola, soybean, and corn that are under review at MARD. The list of

approved biotech events and the list of events under review are published at the following MARD website:

<http://www.agrobiotech.gov.vn/web/default.aspx?Lang=en-Uk>

Import Tariffs

According to Circular 182/2015/TT-BTC dated November 16, 2015, the tariff rate applied to soybeans (HS Code: 1201) imported from countries having Most Favored Nation (MFN) status with Vietnam remains 0 percent. The most update tariff rates for other trade agreements are listed in Table 4.

Table 4: Soybean import tariffs

HS code	Description	Import tariffs (%)									
		MFN	ATIGA	ACFTA	AKFTA	VKFTA	VJEP	AJCEP	AIFTA	AANZFTA	VCFTA
1201	Soybeans, whether or not broken										
1201.10.00	- Suitable for sowing	0	0	0	0	0	0	0	0	0	0
1201.90.00	- Other	0	0	5	0	0	2	5	2	0	5

Source: Ministry of Finance

Notes:

- MFN: Most Favored Nation
- ATIGA: ASEAN Trade In Goods Agreement
- ACFTA: ASEAN China Free Trade Agreement
- AKFTA: ASEAN Korea Free Trade Agreement
- VKFTA: Vietnam - Korea Free Trade Agreement
- VJEP: Vietnam-Japan Economic Partnership Agreement
- AJCEP: ASEAN Japan Comprehensive Economic Partnership
- AIFTA: ASEAN-India Free Trade Agreement
- AANZFTA: ASEAN-Australia-New Zealand Free Trade Agreement
- VCFTA: Vietnam-Chile Free Trade Agreement

Production, Supply and Demand Data Statistics:

Table 5: Vietnam's Production, Supply & Demand Table for Soybeans

Oilseed, Soybean	2014/2015		2015/2016		2016/2017	
Market Begin Year	Jan 2015		Jan 2016		Jan 2017	
Vietnam	USDA Official	New Post	USDA Official	New Post	USDA Official	New Post
Area Planted	120	115	120	120	120	125
Area Harvested	100	100	110	110	115	115
Beginning Stocks	154	154	199	400	230	631

Production	146	146	161	161	165	167
MY Imports	1509	1707	1650	1750	1750	1800
MY Imp. from U.S.	660	660	650	700	700	750
MY Imp. from EU	0	0	0	0	0	0
Total Supply	1809	2007	2010	2311	2145	2598
MY Exports	0	0	0	0	0	0
MY Exp. to EU	0	0	0	0	0	0
Crush	1130	1127	1250	1150	1400	1200
Food Use Dom. Cons.	360	360	380	380	390	400
Feed Waste Dom. Cons.	120	120	150	150	160	170
Total Dom. Cons.	1610	1607	1780	1680	1950	1770
Ending Stocks	199	400	230	631	195	828
Total Distribution	1809	2007	2010	2311	2145	2598
(1000 HA) ,(1000 MT)						

Source: GSO, BICO, GTA, GCO, Estimates from Local Producers, Local Traders

Table 6: Vietnam's Soybean Import Matrix

Country	Vietnam		
Commodity	Soybeans		
Time Period	Jan-Dec	Units:	MT
Imports for:	2014		2015
U.S.	697,778	U.S.	659,966
Others		Others	
Brazil	538,766	Brazil	686,970
Argentina	151,633	Argentina	175,841
Canada	65,303	Canada	107,896
Paraguay	56,525		
Total for Others	812,227		970,707
Others not Listed	53,995		76,498
Grand Total	1,564,000		1,707,171

Source: GCO, GSO, GTA, Local importers

Commodities:

Oilseed, Peanut

Production:

According to GSO and MARD statistics, peanut production in MY 2014/15 was 451.8 TMT, slight drop to compare with the previous year. This is due to smaller planted area compared to the previous MY (a 4.2 percent drop), although yield increased 4 percent over the previous year (See table 6). The peanut planting area is focused in the North Central Coast and the South Central Coast (accounting for 66 percent and 34 percent of the total cultivated area, respectively).

In MY 2015/16, Post revised its estimated growing area to 210,000 ha and production to increase about 5.5 percent to 477 TMT (Table 7, Table 12). Expanding growing area and variety improvement will boost yield and production. In 2016/17, Post forecasts peanut production will continue to increase to 490 TMT, nearing the level in 2013, as cultivated area rebounds.

Table 7: Vietnam's Peanut production

	2013	2014	2015	2016 est.*	2017 est.*
Crop area (tha)	216.4	209.0	200	210	215
Crop yield (MT/ha)	2.27	2.17	2.26	2.27	2.28
Total peanut production** (TMT)	491.9	454.5	451.8	477	490

Source: GSO, MARD, *Post estimate; **Note: Peanut production in-shell basis

Consumption:

Post estimates that 630 TMT of peanuts (in-shell basis) were consumed domestically in Vietnam in MY 2014/15. In MY 2015/16 and MY 2016/17, Post estimates peanut consumption at 660 TMT and 690 TMT, respectively (See table 12). The majority of peanuts, locally produced and imported, are used in the snack and confectionery industries with a small amount used in-shell for household consumption, extruded for cooking oil, or exported.

Trade:

Imports

Vietnam's total peanut imports (in-shell equivalent) were 176 TMT in MY 2014/15 (Tables 8, 9, 12 and 13), a drop of 19 percent from the previous year. Both in-shell and shelled imports, mainly from India, Senegal, Argentina, the United States, and Brazil, are used by the snack food industry in Vietnam. Post forecasts imports to be 200 TMT (in-shell basis) in MY 2015/16, and increase slightly to 210 TMT in MY 2016/17.

Table 8: In-shell peanut imports by source

Country	2013	2014	2015*
Total in-shell peanut imports (in MT):	11,933	5,818	12,139
USA	9,906	2,922	7,741
Brazil	0	0	2,250
Senegal	412	80	1,735
India	370	2,547	228
China	1,245	269	179
Other countries	n/a	n/a	6

Source: GCO, GTA* (Note: In-shell peanuts: HS code 120210; and 120241)

Table 9: Shelled peanut imports by source

Country	2013	2014	2015
Total shelled peanut imports (in-shell basis)	177,322	211,181	163,526
Total shelled peanut imports (in MT)	133,325	158,783	122,952
India	35,814	144,563	47,313
Senegal	12,356	7,741	30,376
Argentina	6,122	0	17,679
USA	69,562	1,331	15,190
Brazil	1,169	0	9,039
China	1,184	3,278	1,623
Paraguay	1,885	1,800	901
Hong Kong	38	19	664
Malaysia	167	5	140
Other countries	5,028	46	27

Source: GCO, GTA; * Note: Shelled peanuts include HS code 120220, 120242 and 200811 excluding peanut butter; Conversion rate: 1.33.

Vietnam's peanut imports from India dropped significantly in 2015 (by 67 percent) due to GOV's suspension of imported Indian peanuts, which began in April 2015 after finding a live quarantine pest.

Exports

In MY 2014/15, Vietnam exported a small quantity (7.4 TMT) of in-shell and shelled peanuts, mainly to Taiwan, Thailand, Russia, Malaysia, and Hong Kong (See Tables 10, 12 and 14). This is a drop of 10.5 percent from the year before due to much smaller demand from Taiwan and Russia to compare with the previous year. Post forecasts that peanut exports will remain at the same level or increase slightly in MY 2015/16 and MY 2016/17.

Table 10: Vietnam's peanut exports

Year	2012	2013	2014	2015	2016* est.
In-shell peanut exports (MT) (HS code 120210 and 120241)	990	1,427	1,129	1,067	1,200
Shelled Peanut exports (MT) (HS code 120220; 120242 and 200811 excluding peanut butter)	6,123	8,442	5,363	4,755	4,900
Total converted into in-shell peanut exports (MT) (conversion rate 1.33)	9,134	12,655	8,262	7,391	7,717

Source: GTA, *Post estimates

Note: Peanuts are in in-shell basis, including in-shell peanut (HS code 120210; 120241) and shelled peanuts (HS code 120220; 120242 and 200811 excluding peanut butter)

Import Tariffs

According to Circular 182/2015/TT-BTC dated November 16, 2015, the tariff rate applied to both in-shell and shelled peanuts (HS Codes: 1202.41, and 1202.42) imported from countries having Most Favored Nation (MFN) status with Vietnam remains 10 percent.

Table 11: Peanut import tariffs

HS code	Description	Import tariffs (%)									
		MFN	ATIGA	ACFTA	AKFTA	VKFTA	AANZFTA	AIFTA	VCFTA	AJCEP	VJEP
1202	Peanuts, not roasted or otherwise cooked, whether or not shelled or broken										
1202.30.00	- Seed suitable for sowing	0	0	0	0	0	0	0	0	0	0
	- Other										
1202.41.00	--In-shell	10	0	0	0	0	0	5	7	3	4
1202.42.00	--Shelled, whether or not broken	10	0	0	0	0	0	5	7	3	4
2008	Fruits, nuts and other edible parts of plants, otherwise prepared or preserved, whether or not containing added sugar or other sweetening matter or spirit, not elsewhere specified or included										
2008.11	--Ground-nuts										
2008.11.10	--- Roasted ground nuts	30	0	0	0	0	7	17.5	23	20	22.5
2008.11.20	--- Peanut butter	18	0	0	0	0	7	17.5	23	20	22.5
2008.11.90	--- Other	20	0	0	0	0	7	17.5	23	20	22.5

Source: Ministry of Finance

Production, Supply and Demand Data Statistics:

Table 12: Vietnam's Production, Supply & Demand Table for Peanuts*

Oilseed, Peanut Market Begin Year	2014/2015		2015/2016		2016/2017	
	Jan 2015		Jan 2016		Jan 2017	
	USDA Official	New Post	USDA Official	New Post	USDA Official	New Post
Vietnam						
Area Planted	0	200	0	210	0	215
Area Harvested	215	200	220	210	0	215
Beginning Stocks	40	40	38	31	0	40
Production	473	452	485	477	0	490
MY Imports	181	176	200	200	0	210
MY Imp. from U.S.	0	28	0	30	0	35
MY Imp. from EU	0	0	0	0	0	0

Total Supply	694	668	723	708	0	740
MY Exports	6	7	6	8	0	8
MY Exp. to EU	0	0	0	0	0	0
Crush	50	20	50	30	0	40
Food Use Dom. Cons.	600	610	615	630	0	650
Feed Waste Dom. Cons.	0	0	0	0	0	0
Total Dom. Cons.	650	630	665	660	0	690
Ending Stocks	38	31	52	40	0	42
Total Distribution	694	668	723	708	0	740
(1000 HA) ,(1000 MT)						

Source: GCO, GTA, Post estimates; *Note: Peanuts are in in-shell basis, including in-shell peanut (HS code 120210; 120241) and shelled peanuts (HS code 120220; 120242 and 200811 – excluding peanut butter)

Table 13: Vietnam's Peanut* Import Matrix

Country	Vietnam		
Commodity	Peanuts	(in-shell basis)	
Time Period	Jan-Dec	Units:	MT
Imports for:	2014		2015
U.S.	4,692	U.S.	27,944
Others		Others	
India	194,816	India	63,154
Senegal	10,376	Senegal	42,135
China	4,629	Argentina	23,513
Paraguay	2,394	Brazil	14,272
		China	2,338
		Paraguay	1,198
Total for Others	212,215		146,610
Others not Listed	92		1,111
Grand Total	216,999		175,665

Source: GTA *Note: Peanuts are in in-shell basis, including in-shell peanut (HS code 120210; 120241) and shelled peanuts (HS code 120220; 120242 and 200811 excluding peanut butter).

Table 14: Vietnam's Peanut* Export Matrix

Country	Vietnam		
Commodity	Peanuts	(in-shell basis)	
Time Period	Jan-Dec	Units:	MT
Imports for:	2014		2015
U.S.	129	U.S.	114
Others		Others	
Taiwan	2,775	Taiwan	1,944
Malaysia	1,611	Malaysia	1,436
Thailand	648	Thailand	1,346

Russia	1,807	Russia	1,176
Singapore	333	Singapore	309
Indonesia	265	France	102
France	116		
Total for Others	7,555		6,313
Others not Listed	578		964
Grand Total	8,262		7,391

Source: GTA; *Note: Peanuts are in in-shell basis, including in-shell peanut (HS code 120210; and 120241) and shelled peanuts (HS code 120220; and 120242 and 200811 excluding peanut butter).

Commodities:

Oilseed, Copra

Production:

Coconut palms are one of the perennial oil crops mainly grown in the Mekong Delta and central coast. The major coconut growing area, the Mekong River Delta, accounts for 79 percent of total coconut area in the country. According to MARD, Vietnam had 162,300 ha of coconut, producing 1.4 MMT of coconuts, and an estimated 254 TMT of copra production (copra production is estimated at 17.5%-17.8% of total coconut production as there is no official data for copra available in Vietnam). See Table 15 and Graphs 6, 7, 8. Currently, in the context of climate change, increased saltwater intrusion, droughts, and floods are all impacting the coastal plains, especially the Mekong Delta. Coconut palms are considered to have high resilience to withstand these threats and will be important crops as Vietnam is increasingly affected by these weather events.

Post initially estimates copra production at 258 TMT and 260 TMT in 2016 and 2017, respectively.

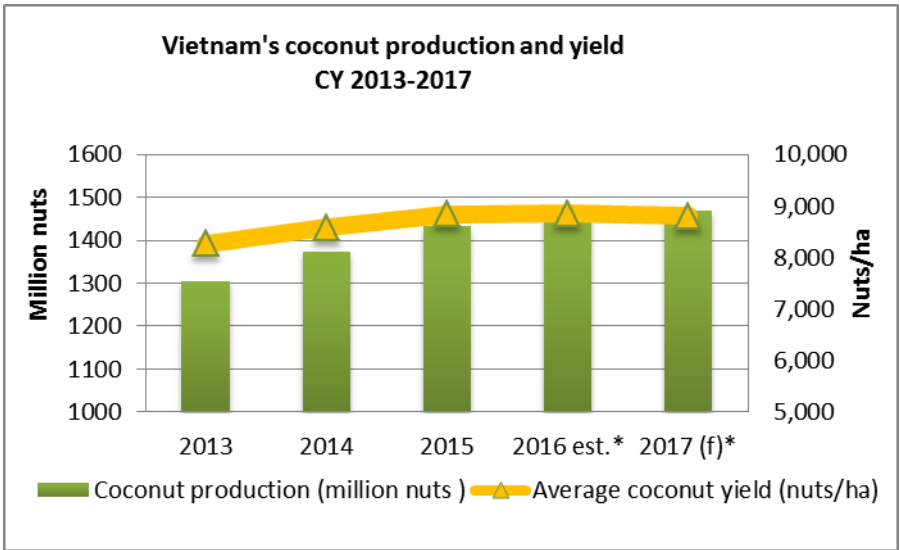
Table 15: Coconut and copra production

	2013	2014	2015	2016 est.*	2017*est.
Coconut plantation area (thousand ha)	157.6	160.2	162.3	165	167
Average coconut yield (nuts/ha)	8,272	8,580	8,835	8,848	8,802
Coconut production (million nuts/TMT)	1,303.6	1,374.5	1,434	1,460	1,470
Copra production (TMT)	231	243	254	258	260

Source: MARD, Asia Pacific Coconut Community (APCC), *Post estimates

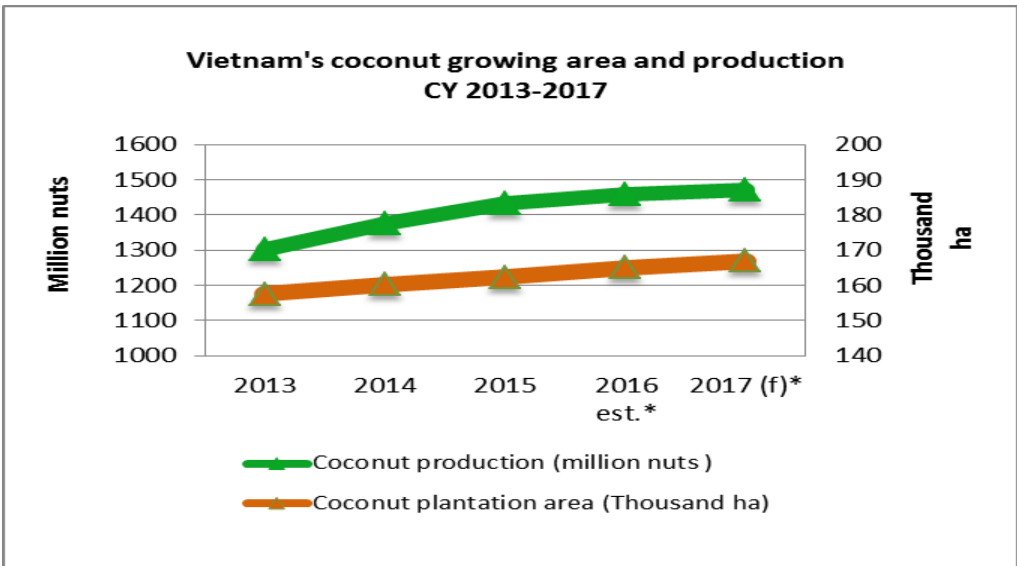
Note: Estimated Copra production is at 17.5%-17.8% of total coconut production.

Graph 6: Vietnam's coconut production and yield



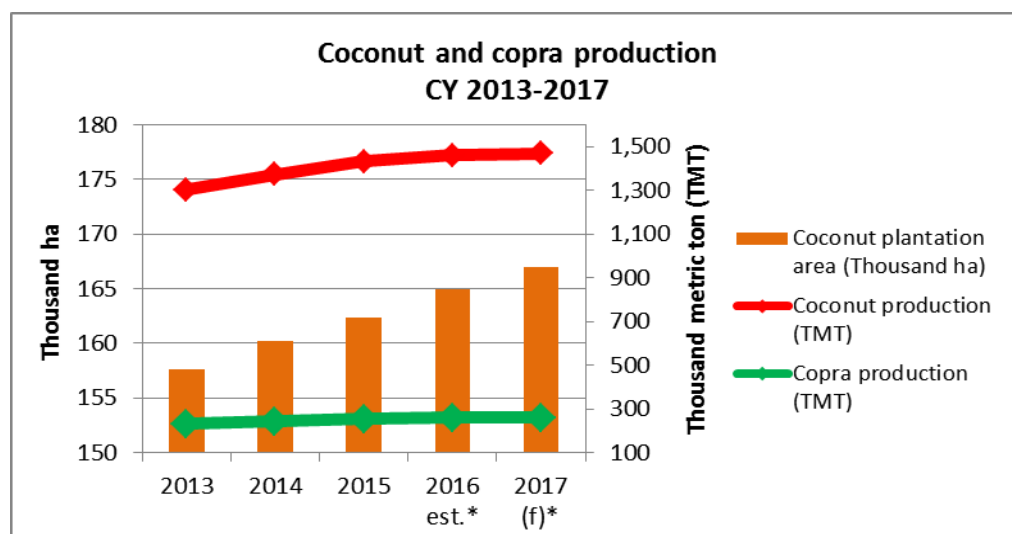
Source: MARD, Asia Pacific Coconut Community (APCC), *Post estimates

Graph 7: Vietnam's coconut growing area, and production



Source: MARD, Asia Pacific Coconut Community (APCC), *Post estimates

Graph 8: Vietnam's coconut and copra production



Source: MARD, Asia Pacific Coconut Community (APCC), *Post estimates

Table 16: Vietnam's Approximate Coconut Areas and Production by Provinces

Province	Coconut Growing Area in 2015 (ha)	Coconut Production in 2015 (million nuts/TMT)
Ben Tre	68,372	570
Tien Giang	14,988	106
Tra Vinh	19,319	223
Vinh Long	7,951	112
Others	51,670	419
Total	162,300	1,434

Sources: Asia Pacific Coconut Community (APCC), Provincial DARDs, MARD, Local industry

Consumption:

Coconuts have many food and industrial uses in Vietnam. Food use coconut includes fresh young coconut, fresh mature coconuts for immediate consumption and cooking, desiccated coconut, coconut jelly, frozen coconut meat, coconut candy, coconut jam, coconut milk, coconut milk powder, refined copra/coconut oil, and fresh coconut juice. Industrially, crude coconut oil is used for cosmetics industry, soap making, coconut fiber is used as cushioning, building materials, for woven rope, coconut carpet, coco chips for flowerbed decorations, coco-peat for air filtration, animal (cattle) bedding, organic agricultural fertilizer, organic compound for mushroom growing, moist-retentive substance for plants. Coconut shell is used for handicraft decoration and charcoal. According to local industry, about 17.5-17.8 percent of total coconut production is used to make copra for the crushing industry producing coconut oil and copra meal.

In 2015, about 254 TMT of copra was used for crushing and produced about 160 TMT of copra oil (at about 63 percent extraction rate) and about 89 TMT of copra meal (at about 35 percent extraction rate). Copra oil is used for both industrial and food consumption.

Trade:

Import

Vietnam imported various coconuts products such as desiccated coconuts (HS code 0801.11), coconut in the inner shell (endocarp, HS code 0801.12), copra (HS code 1203.00), and other coconut products (other than desiccated, HS code 080119). In 2015, Vietnam imported a small amount of coconut products from other countries, a drop of 90 percent from the previous year (see table 17).

Table 17: Vietnam's copra and other coconut product imports

Unit: In MT	2011	2012	2013	2014	2015
Desiccated coconut (HS code 0801.11)	44	33	389	91	16
Coconut in the inner shell (Endocarp) (HS code 0801.12)	0	0	160	17	0
Copra (HS code 1203.00)	50	0.4	1	1,574	138
Coconut, other than desiccated (HS code 080119)	1,398	87	90	33	25
Coconut Fiber (HS code 5305.00)	154	361	74	225	730
Total	1,646	481	714	1,940	909

Source: GTA

Import Tariffs

According to Circular 182/2015/TT-BTC dated November 16, 2015, the most updated tariff rate applied to coconuts (HS Code: 0801), copra (HS code 1203), and coconut fibers (HS code 5305.00) imported from countries having Most Favored Nation (MFN) status with Vietnam and for other trade agreements are listed in the Table 18.

Table 18: Coconut product import tariffs

HS code	Description	Import tariffs (%)									
		MFN	ATIGA	ACFTA	AKFTA	VKFTA	AANZFTA	AIFTA	VCFTA	AJCEP	VJEP
0801	Coconuts, Brazil nuts and cashew nuts, fresh or dried, whether or not shelled or peeled										
	-Coconuts										
0801.11.00	-- Desiccated	30	0	0	0	0	7	17.5	24	20	22.5
0801.12.00	- In the inner shell (endocarp)	30	0	0	0	0	7	17.5	24	20	22.5
0801.19.00	-- Other	30	0	0	0	0	7	17.5	24	20	22.5

1203	Copra	10	0	0	0	0	0	5	5	3	4
5305	Coconut, abaca, ramie and other vegetable textile fibres, not elsewhere specified or included, raw or processed but not spun, tow, noils and waste of these fibres (including yarn waste and garneted stock)										
5305.00	Coconut fibres (coir) and abaca fibres	5	0	0	0	0	0	2	5	3	1

Source: Ministry of Finance

Export

In 2015, Vietnam exported a small quantity of whole coconuts to two major markets, China and South Korea. According to Ben Tre Coconut Association, in 2015 Ben Tre province exported 16.2 million nuts to China and South Korea with a value of \$4.5 million. Average export price to the Chinese market was 27 cents per nut, while it was 56 cents per nut to the South Korea market.

In 2015, Vietnam exported 212 TMT of copra and coconut products including desiccated coconuts (HS code 080111), coconuts in the inner shell (Endocarp, HS code 080112), copra (HS code 120300), other coconut products (HS code 080119), and coconut fibers (HS code 530500). See Table 19 below.

Table 19: Vietnam's copra and other coconut product exports (2011-2015)

Unit: In MT	2011	2012	2013	2014	2015
Desiccated coconuts (HS code 0801.11)	17,468	86,009	14,674	18,250	12,304
Coconuts in the inner shell (Endocarp) (HS code 0801.12)	0	144,397	134,610	155,838	67,932
Copra (HS code 1203.00)	0	207	0	52	0
Coconuts, other than desiccated (HS code 0801.19)	112,149	24,598	4,275	3,816	6,495
Coconut Fibers (HS code 5305.00)	94,257	109,239	100,099	131,317	125,036
Total	223,874	364,450	253,658	309,273	211,767

Source: GTA

Production, Supply and Demand Data Statistics:

Table 20: Vietnam's Production, Supply & Demand Table for Copra

Oilseed, Copra Market Begin Year	2014/2015		2015/2016		2016/2017	
	Jan 2015		Jan 2016		Jan 2017	
	USDA Official	New Post	USDA Official	New Post	USDA Official	New Post
Vietnam						
Area Planted	0	162	0	165	0	167
Area Harvested	155	155	155	160	0	162
Trees	0	0	0	0	0	0
Beginning Stocks	0	0	0	0	0	0
Production	242	254	240	258	0	260
MY Imports	0	0	0	0	0	0

MY Imp. from U.S.	0	0	0	0	0	0
MY Imp. from EU	0	0	0	0	0	0
Total Supply	242	254	240	258	0	260
MY Exports	0	0	0	0	0	0
MY Exp. to EU	0	0	0	0	0	0
Crush	242	254	240	258	0	260
Food Use Dom. Cons.	0	0	0	0	0	0
Feed Waste Dom. Cons.	0	0	0	0	0	0
Total Dom. Cons.	242	254	240	258	0	260
Ending Stocks	0	0	0	0	0	0
Total Distribution	242	254	240	258	0	260
(1000 HA) ,(1000 TREES) ,(1000 MT)						

Source: BICO, GTA, APCC, Provincial DARDs, MARD, Local industry

Table 21: Vietnam's Copra Import Matrix

Country	Vietnam		
Commodity	Coconuts		
Time Period	Jan-Dec	Units:	MT
Imports for:	2014		2015
U.S.	0	U.S.	0
Others		Others	
Philippines	1,400	Thailand	138
Thailand	161		
Indonesia	13		
Total for Others	1,574		138
Others not Listed	0		0
Grand Total	1,574		138

Source: GTA; Note: Copra with HS code 120300

Table 22: Vietnam's Copra Export Matrix

Country	Vietnam		
Commodity	Copra		
Time Period	Jan-Dec	Units:	MT
Imports for:	2014		2015
U.S.	0	U.S.	0
Others		Others	
Thailand	52		
Total for Others	52		0
Others not Listed	0		
Grand Total	52		0

Source: GTA; Note: Copra with HS code 120300

Commodities:

Oilseed, Rapeseed

Production:

In Vietnam, there is limited cultivation and research on colza seeds (rapeseed). The Research Institute for Oil and Oil Plants started to research higher oil content varieties, which are grown for research purposes in Lam Dong and Ha Giang Provinces. While the research is showing positive results, rapeseed production remains on a very small scale for research and is not yet commercialized.

Trade:**Import**

In 2015, Vietnam imported a small volume of rapeseed (colza seed), a significant drop compared with the last year (see Table 23).

Table 23: Vietnam's rapeseed (colza seed) imports

Unit: In MT	2011	2012	2013	2014	2015
Rapeseed (colza seed)(HS code 120510)	74	2,486	108,767	135,323	18,233
Rapeseed (colza seed)(HS code 120590)	0.4	797	45,512	37,160	14,881
Total rapeseed (colza seed) import	74.4	3,283	154,279	172,483	33,113

Source: GTA;

Table 24: Vietnam's Rapeseed (Colza seed) Import Matrix

Country	Vietnam		
Commodity	Rapeseeds (colza seeds)		
Time Period	Jan-Dec	Units:	MT
Imports for:	2014		2015
U.S.	0	U.S.	0
Others		Others	
Australia	98,411	Australia	32,511
Ukraine	69,379	Ukraine	553
Canada	3,578	Germany	49
Russia	800		
India	254		
Total for Others	172,422		33,113
Others not Listed	61		0
Grand Total	172,483		33,113

Source: GTA; Note: Rapeseeds (Colza seeds) - HS codes 120510 and 120590

Import Tariffs

According to Circular 182/2015/TT-BTC dated November 16, 2015, the tariff rate applied to Rapeseed or Colza seeds (HS Code: 120510 and HS code 120590), imported from countries having Most Favored Nation (MFN) status with Vietnam remains 5 percent. The most updated tariff rates for other trade agreements are listed in Table 25.

Table 25: Rapeseed or Colza seeds import tariffs

HS code	Description	Import tariffs (%)									
		MFN	ATIGA	ACFTA	AKFTA	VKFTA	AANZFTA	AIFTA	VCFTA	AJCEP	VJEP
12.05	Rape or Colza seeds, whether or not broken										
1205.10.00	-Rape or Colza seeds, low erucic acid rape or colza seeds	5	0	0	0	0	0	5	5	3	4
1205.90.00	- Other	5	0	0	0	0	0	5	5	3	4

Source: Ministry of Finance

Export

In 2015, Vietnam exported a negligible quantity of rapeseed (colza seed) with HS codes 120510 and 120590 to Switzerland. See table 26 below.

Table 26: Vietnam's rapeseed (colza seed) exports

Unit: In MT	2011	2012	2013	2014	2015
Rapeseed (colza seed)(HS code 120510)	0	0.2	3	3.6	3.6
Rapeseed (colza seed)(HS code 120590)	0	0.01	0	1	0
Total rapeseeds (colza seeds) import	0	0.21	3	4.6	3.6

Source: GTA

Consumption:

In Vietnam, the majority of rapeseed are planted and used for making beautiful flower fields in some provinces such as Ha Giang and Son La. A negligible volume of rapeseed is used for oil extraction at household scale.

MEAL SECTION

Commodities:

Meal, Soybean

Production:

Vietnam's domestic soybean meal (SBM) production was 822 TMT in MY2014/2015, a drop of 7.5 percent from the record level of the previous year (889 TMT) due to decreased operation of one of the two crushing facilities operating in Vietnam. Local SBM production is projected to rebound in the coming years until the capacity of the existing crush facilities is reached (see Table 27, Graph 8). The demand for soybean meal production continues to serve as the encouraging factor for crush, but soy oil production acts as limiting factor in the long term (See Commodities: Oil, Soybean). Post revises its estimates MY 2015/16 SBM production to 822 TMT. Post's initial forecast for SBM production in MY 2016/17 is about 840 TMT.

Table 27: Vietnam's soybean meal production

	2013	2014	2015	2016*	2017*
Total SBM production (TMT)	732	889	822	840	880

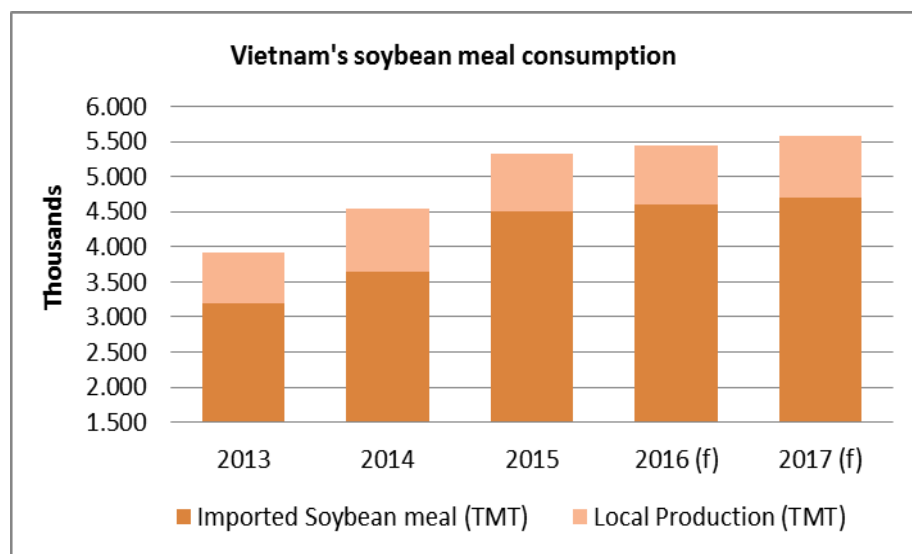
Source: Local Producers, *Post estimates

Consumption:

Almost all SBM, both domestically produced and imported, is used in the animal and aquaculture feed industries to meet surging demand for animal and aquaculture protein. Recently, some domestically produced SBM has been exported to neighboring countries.

Vietnam also imports soy flour (336 TMT), which is used in the food and feed industries (see Table 30). This volume is about a 9.7 percent drop from the previous year, but it is still about 26 percent rise over the year 2013. Vietnam's SBM consumption was estimated at 5 MMT in MY 2014/15. Post estimates MY2015/16 SBM consumption at 5.17 MMT, a year-on-year increase of 3 percent. Post's initial MY 2016/17 SBM consumption forecast is 5.29 MMT, reflecting the steady, continued growth in the livestock and aquaculture sectors (Graph 8, and Table 33).

Graph 9: Vietnam's soybean meal consumption by source



Source: GCO, GTA, BICO data, Post estimates

Trade:

Imports

Vietnam continues to import increasing amounts of SBM to offset the protein shortage in the country and meet the growing demand of the animal and aquaculture feed industries. In MY 2014/15, Vietnam imported about 4.5 MMT of SBM and soy flour, an increase of about 23 percent over the previous year (3.65 MMT) (Tables 29, 30, 33 and 34).

Post estimates total SBM imports, including SBM, soy flour, and other residues from soybeans in MY 2015/16 to slightly increase to 4.6 MMT, and in MY 2016/17 to continue to increase to 4.7 MMT due to strong demand from feed sector (See Table 33).

In 2015, Argentina remained the largest supplier of SBM to Vietnam, accounting for about 71 percent of the import market, up from 65 percent in 2014 and 58 percent in 2013. Brazil, the other main supplier of SBM to Vietnam, accounted for 13.5 percent of the import market, up from 8.3 percent in 2014. China's and India's SBM exports to Vietnam dropped significantly in 2015 due to price competitiveness and the perception that Chinese and Indian SBM are lower in protein compared to sources from Argentina, Brazil, and the United States. In MY 2014/15, U.S. SBM exports to Vietnam were 320 TMT, accounting for 7 percent market share. This is a drop from 10 percent in the previous year (368 TMT). In MY 2014/15, approximately 96 percent of U.S. SBM exports to Vietnam were soybean flour (HS Code 120810).

Post estimates U.S. SBM exports in MY2015/16 and MY2016/17 at about the same level of 320 TMT.

Table 28: Soybean meal imports by source in the period 2011-2015

		2011	2012	2013	2014	2015
S/N	Total Imports: (TMT)	2,993	2,457	2,918.6	3,276	4,166
1	Argentina	1,326	1,275	1,842	2,376	3,186
2	Brazil	401	296.4	444	305	606
3	China	27	265.8	90	254	108
4	Costa Rica	n/a	n/a	n/a	n/a	23
5	Ecuador	n/a	n/a	n/a	n/a	22
6	India	1,119	462.7	400	50	16
7	USA	66	115.6	131	13	12
8	Other countries	54	42.2	10.6	278	193

Source: GCO, BICO, GTA data.

*Note: Soybean meal (HS code: 2304), and other residues from soybeans (HS Code: 230250; 23080000)

Table 29: Soybean meal imports by month in 2015

	2015	
	Volume (MT)	Value (\$)
Total Imports:	4,165,544	1,849,426,556

January	276,913	141,258,467
February	260,833	131,688,472
March	394,717	189,681,521
April	382,494	179,678,761
May	300,019	138,105,615
June	317,731	138,425,728
July	405,759	171,278,691
August	469,965	198,522,207
September	452,866	192,838,503
October	344,267	141,435,137
November	256,136	105,004,234
December	303,844	121,509,220

Source: General Customs Office (GCO), MARD, Local Traders

*Note: Soybean meal (HS code: 2304), and other residues from soybeans (HS Code: 230250 and 23080000)

In 2015, Vietnam also imported about 336 TMT of soybean flour, mainly from the United States, Argentina, India, Taiwan and Malaysia (See Table 30), which was used for both feed and food industries. This is a drop of 9.7 percent from the record level in the previous year, but is still a 26 percent increase over 2013. Post projects soy flour imports will continue to increase in 2016 and in coming years as demand continues to grow due to population growth and rising incomes, as well as the growing food industry.

Table 30: Soybean flour imports by sources

Country	2013	2014	2015*
	Quantity (MT)	Quantity (MT)	Quantity (MT)
Total Imports:	267,347	372,301	336,243
USA	246,793	355,530	307,626
Argentina	n/a	1,244	9,251
India	11,813	4,057	6,810
Taiwan	3,105	5,699	6,529
Malaysia	5,136	5,627	5,987
Cote d'Ivoire	n/a	n/a	36
China	217	67	n/a
Others	283	77	4

Source: GCO; BICO data; GTA data*. Note: Soybean flour HS code: 120810

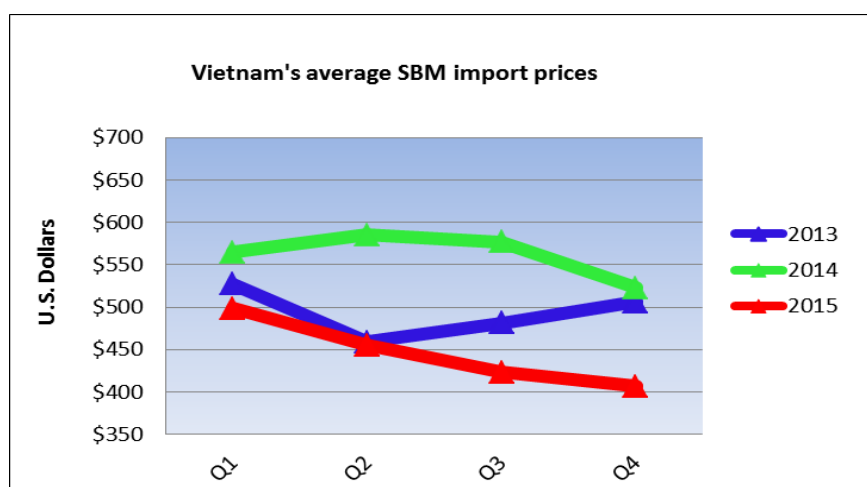
Exports

According to local traders, Vietnam exported about 295 TMT of soybean meal (HS Code: 230400), soy flour (HS Code: 120810), and other residues from soybeans (HS Code: 230250) in 2015 (MY 2014/15), valued at 45 million (See Table 33). Major export markets for Vietnamese SBM were Laos, Cambodia, Taiwan, Philippines, Malaysia, Myanmar, South Korea, and Japan. Although Vietnam will remain a large importer of SBM, occasional market dynamics in Vietnam and in neighboring countries will allow for small amounts of SBM exports. Post forecasts Vietnam's SBM exports at 300 TMT in MY2015/16, and at 310 TMT in MY2016/17.

Prices

Vietnam's average SBM import price in 2015 was \$444 per metric ton, about a 21 percent drop from the previous year (\$563) (Graph 9). Currently, import prices are quoted at around \$367-\$368/MT CFR Ho Chi Minh City, and \$370-\$371/MT CFR Haiphong for shipments in April/May 2016. These prices are much lower than the average prices in the same period of the previous year. According to local importers, the import prices could be volatile, but will likely remain at this level or lower than \$420/MT for 2015 due to growing global soybean meal production and increased availability. Table 31 shows a comparison of local prices of common feed ingredients in Vietnam. An increasingly large segment of the industry recognizes the value in using high-protein SBM.

Graph 10: Vietnam's average soybean meal import prices (2013-2015)



Source: GCO, Local Traders

Table 31: Local prices of major feed ingredients in the Vietnam market

Product/ Prices in VND/K G	Mar.1 5	Apr.1 5	May 15	Jun.15	Jul. 15	Aug.1 5	Sep.1 5	Oct.15	Dec.1 5	Jan. 16	Feb.1 6
Corn Local	5,350	5,400	5,200	5,150	5,500	5,500	5,400	5,000	4,700	4,800	5,000
Corn SAM	5,200	5,300	5,100	5,050	5,450	5,350	5,300	4,900	4,400	4,650	4,800
Rice Bran	4,100	3,950	4,200	4,100	4,000	4,600	4,800	4,700	4,500	4,900	4,700
CGM	17,00 0	17,30 0	17,00 0	17,20 0	17,00 0	16,00 0	16,00 0	17,00 0	15,80 0	16,00 0	15,70 0
DDGS	7,250	7,200	6,500	6,100	6,750	6,300	5,900	6,700	5,800	5,600	5,200
Catfish Oil	16,50 0	16,50 0	16,00 0	n/a	15,80 0	15,50 0	n/a	16,00 0	15,20 0	16,00 0	16,30 0
Feed	5,950	6,050	5,900	5,800	5,950	5,650	5,800	5,650	5,650	5,600	5,250

Wheat											
SBM US	10,200	9,900	9,400	9,200	9,600	9,400	9,300	9,200	9,000	n/a	9,100
SBM Arg.	9,900	9,600	9,200	9,000	9,400	9,300	9,200	9,000	8,700	8,800	8,900
Cassava	4,100	4,000	4,300	4,100	4,500	4,800	4,850	4,750	4,700	4,900	5,200
MBM	11,300	10,500	9,800	9,500	10,000	9,600	9,600	9,500	9,200	9,100	9,200
Fish Meal	24,000	24,300	23,800	24,000	25,200	24,500	24,000	24,500	23,700	24,200	25,500
Feather Meal	n/a	n/a	n/a	n/a	15,500	15,200	14,800	14,500	14,500	14,500	14,300
Wheat Pollard	5,400	5,400	5,300	5,150	4,800	4,800	4,900	4,800	4,800	5,100	5,000
Wheat bran	5,500	5,400	5,300	5,200	4,700	4,800	5,200	5,000	5,000	5,200	5,200
Rapeseed meal	6,650	6,750	6,500	6,200	6,400	6,200	6,100	6,000	6,100	6,300	6,600
Palm Kernel meal	3,500	3,400	3,100	3,000	2,950	3,100	2,800	2,900	2,900	3,000	3,000
Copra Meal	n/a	n/a	n/a	n/a	5,350	n/a	5,100	5,000	n/a	n/a	n/a
Salt	3,600	3,500	3,500	3,400	3,600	3,500	3,500	3,600	3,700	4,000	4,200
L Lysine HCl	39,000	40,000	38,000	38,000	40,000	41,000	40,000	3,900	35,000	38,000	35,000
DL Methionine	220,000	210,000	190,000	185,000	180,000	130,000	132,000	125,000	140,000	110,000	100,000

Source: Local traders, U.S. Soybean Export Council's (USSEC) and U.S. Grain Council (USGC) Representative Office in Vietnam;

*Note: Exchange rate as of April 14, 2016: \$1=VND22,285 (Vietcombank)

Import Tariffs

According to the Circular 182/2015/TT-BTC dated November 16, 2015, the 2016 tax rates applied to SBM, full fat soybean flour, and soybean hulls imported from countries having Most Favored Nation (MFN) status with Vietnam are stated below:

- Import duty for soybean flour (HS code: 120810): 8 percent
- Import duty for soybean hulls (HS code: 230250): 0 percent
- Import duty for defatted soya bean flour, fit for human consumption (HS code: 2304.00.10): 0 percent
- Import duty for other soybean meal (HS code: 2304.00.90): 2 percent

Table 32: Meal import tariffs

HS code	Description	Import tariffs (%)									
		MF N	ATIG A	ACFT A	AKFT A	VKFT A	AANZFT A	AIFT A	VCFT A	AJCE P	VJEP A
1208	Flours and meals of oil seeds or oleaginous fruits, other than those of mustard										
1208.10.00	- Of soya beans	8	0	0	0	0	7	12,5	11	15	11
1208.90.00	- Other	25	0	0	0	0	7	12,5	20	15	17
230120	Flours, meals and pellets, of meat or meat offal, of fish or of crustaceans, mollusks or other aquatic invertebrates										
230120.10	--Of fish, with a protein content of less than 60% by weight	0	5	5	5	5	0	5	0	2	3
230120.20	--Of fish, with a protein content of 60% or more by weight	0	5	5	5	5	0	5	0	2	3
230120.90	--Other	0	5	5	5	5	0	5	0	2	3
2302	Bran, sharps and other residues, whether or not in the form of pellets, derived from the sifting, milling or other working of cereals or of leguminous plants.										
2302.10.00	- Of maize (corn)	0	0	5	0	0	0	5	5	3	4
2302.30.00	- Of wheat	0	0	0	0	0	0	5	5	5	2
2302.40	- Of other cereals										
2302.40.10	-- Of rice	0	0	0	0	0	0	7	5	3	4
2302.40.90	-- Of other	0	0	0	0	0	0	5	5	3	4
2302.50.00	- Of leguminous plants	0	0	0	0	0	0	5	5	3	4
2303	Residues of starch manufacture and similar residues, beet-pulp, bagasse and other waste of sugar manufacture, brewing or distilling dregs and waste, whether or not in the form of pellets.										
2303.10	- Residues of starch manufacture and similar residues sago										
2303.10.10	- - Of manioc (cassava) or sago	0	0	5	0	0	0	5	5	3	4
2303.10.90	- - Other	0	0	5	0	0	0	5	3	5	2
2303.20.00	- Beet-pulp, bagasse and other waste of sugar manufacture	0	0	0	0	0	0	5	0	3	4
2303.30.00	- Brewing	0	0	0	0	0	0	5	3	5	2

0	or distilling dregs and waste										
2304	Oil-cake and other solid residues, whether or not ground or in the form of pellets, resulting from the extraction of soya-bean oil.										
2304.00.10	-Defatted soya bean flour, fit for human consumption	0	0	0	0	0	0	2	0	0	0
2304.00.90	-Other	2	0	0	0	0	0	2	0	0	0
2305.00.00	Oil-cake and other solid residues, whether or not ground or in the form of pellets, resulting from the extraction of ground-nut oil.	0	0	0	0	0	0	2	0	0	0
2306	Oil cake and other solid residues, whether or not ground or in the form of pellets, resulting from the extraction of vegetable fats or oils, other than those of heading 23.04 or 23.05										
2306.10.00	- Of cotton seeds	0	0	0	0	0	0	2	0	0	0
2306.20.00	- Of linseed	0	0	0	0	0	0	2	0	0	0
2306.30.00	- Of sunflower seeds	0	0	0	0	0	0	2	0	0	0
2306.41	--Rape seeds or Colza seeds of low erucic acid rape or colza seeds										
2306.41.10	---Rape seeds or colza seeds of low erucic acid rape or colza seeds	0	0	0	0	0	0	2	0	0	0
2306.41.20	---Colza seeds of low erucic acid colza seeds	0	0	0	0	0	0	2	0	0	0
2306.49	- - Other										
2306.49.1	--- Rape	0	0	0	0	0	0	2	0	0	0

0	seeds of other rape seeds										
2306.49.20	---Colza seeds of other colza seeds	0	0	0	0	0	0	2	0	0	0
2306.50.00	- Of coconut or copra	0	0	0	0	0	0	2	0	0	0
2306.60.00	- Of palm nuts or kernels	0	0	0	0	0	0	2	0	0	0
2306.90	- Of others										
2306.90.10	-- Of maize (corn) germ	0	0	0	0	0	0	2	0	0	0
2306.90.90	- - Other	0	0	0	0	0	0	2	0	0	0
2307.00.00	Wine lees; argol.	0	0	0	0	0	10	5	5	3	4
2308.00.00	Vegetable materials and vegetable waste, residues & by-products, whether or not in the form of pellets, of a kind used in animal feeding, not elsewhere specified or included.	0	0	0	0	0	0	5	5	3	4

Source: Ministry of Finance

Production, Supply and Demand Data Statistics:

Table 33: Vietnam's Production, Supply & Demand Table for Soybean Meal*

Meal, Soybean	2014/2015		2015/2016		2016/2017	
Market Begin Year	Jan 2015		Jan 2016		Jan 2017	
Vietnam	USDA Official	New Post	USDA Official	New Post	USDA Official	New Post
Crush	1250	1127	1500	1150	0	1200
Extr. Rate, 999.9999	0.788	0.7294	0.79	0.7304	0	0.7333
Beginning Stocks	91	91	227	120	0	90
Production	985	822	1185	840	0	880

MY Imports	4276	4502	4600	4600	0	4700
MY Imp. from U.S.	375	320	400	320	0	320
MY Imp. from EU	0	0	0	0	0	0
Total Supply	5352	5415	6012	5560	0	5670
MY Exports	25	295	35	300	0	310
MY Exp. to EU	0	0	0	0	0	0
Industrial Dom. Cons.	0	0	0	0	0	0
Food Use Dom. Cons.	0	50	0	70	0	90
Feed Waste Dom. Cons.	5100	4950	5750	5100	0	5200
Total Dom. Cons.	5100	5000	5750	5170	0	5290
Ending Stocks	227	120	227	90	0	70
Total Distribution	5352	5415	6012	5560	0	5670
(1000 MT) ,(PERCENT)						

Source: GCO, GTA, Post estimates;

*Note: Soybean meal includes soybean meal and cake (HS Code 230400);

Soy flour (HS Code 120810); and other residues from soybeans (HS Code 230250)

Table 34: Vietnam's Soybean Meal*Import Matrix

Country	Vietnam		
Commodity	Soybean meal		
Time Period	Jan-Dec	Units:	MT
Imports for:	2014		2015
U.S.	368,539	U.S.	319,478
Others		Others	
Argentina	2,377,511	Argentina	3,195,175
Brazil	304,817	Brazil	605,673
China	253,740	China	108,006
Singapore	189,130	India	22,741
India	54,453	Costa Rica	22,483
		Ecuador	21,635
Total for Others	3,179,651		3,975,713
Others not Listed	99,950		206,596
Grand Total	3,648,140		4,501,787

Source: GCO, GTA, BICO data

*Note: Soybean meal (HS code: 2304), Soy flour (HS Code: 120810), and other residues from soybeans (HS Code: 230250 and 23080000)

Commodities:

Meal, Copra

Meal, Cottonseed

Meal, Palm Kernel

Meal, Rapeseed

Meal, Peanut

Meal, Sunflower seed

Fishmeal

Production:

Vietnam produces a negligible volume of other oilseed meals, such as peanut meal, copra meal, rapeseed meal, etc. Aside from soybean meal (the largest domestically produced meal), copra meal is the next largest meal produced in Vietnam.

Copra cake and meal production

Vietnam uses copra to make copra cake and meal and copra oil. Copra production is used by the crushing industry to create coconut oil for both industrial and human consumption, and copra cake and meal for the animal feed sector. The estimated conversion rate from copra to copra cake and meal is 35 percent in Vietnam. In 2015, Vietnam produced about 89 TMT of copra meal.

Table 35: Vietnam's copra cake and meal production

	2013	2014	2015	2016 est.*	2017est.*
Copra volume for crushing	230	240	254	258	260
Copra cake and meal production (TMT)	81	84	89	90	91

Source: Local industry estimates, *Post estimates.

Note: - Estimated Conversion rate from copra to copra cake and meal at 35%

Fishmeal production

Production of fishmeal, mainly from the south of Vietnam, depends on the production of caught saltwater and freshwater fish and the volume of caught trash fish. Vietnam's fishmeal production was 417 TMT in 2015, of which about 329 TMT is saltwater fishmeal and about 88 TMT is freshwater fishmeal, according to the General Statistics Office (GSO) (See table 36).

Table 36: Vietnam's fishmeal production

	2011	2012	2013	2014	2015
Total fishmeal production	268,639	328,786	382,549	397,511	417,215
Saltwater fishmeal production (MT)	202,259	260,325	324,942	319,170	329,160
Freshwater fishmeal production (MT)	66,380	68,461	57,607	78,341	88,055

Source: GSO

Consumption:

All imported oil meals and feed ingredients including fishmeal are used as substitutes for SBM in livestock and aquaculture feed.

Trade:

Import

In 2015, Vietnam imported about 828 TMT of other oilseed meals including peanut meal, cottonseed meal, sunflower meal, canola meal, rapeseed meal, copra meal, and palm kernel meal, an increase of 26 percent over the previous year (659 TMT) (See Tables 37, 38) due to higher demand from animal and

aquaculture feed sector. In 2015, according to GTA and local importers, Vietnam imported about 96 TMT of fishmeal, of which 32 percent was imported from Thailand and 23 percent from Peru. The remainder was imported from Chile, South Korea, India, and other countries (see Table 41). Table 38 and Graph 10 show that total oil meals, distillers dried grains with solubles, corn gluten meal, fishmeal and other protein meal imports were about 2.7 MMT in 2015, accounting for about 14 percent of total commercial feed production for both livestock and aquaculture.

Import Tariffs

The tax rates applied to other oilseed meals and fishmeal imported from countries having Most Favored Nation (MFN) status with Vietnam remain 0 percent. The most updated tariff rates for other trade agreements are listed in Table 32.

Table 37: Other oil meal* imports 2011-2015

	2011	2012	2013	2014	2015
Total import volume (TMT)	558	701	773	659	828

Source: General Customs Department (GCO), Local importers, Agromonitor, GTA

*Note: Other oil meals include peanut meal, cotton seed meal, sunflower meal, canola meal, rape seed meals, copra meal, and palm kernel meal

Table 38: Other oilseed and protein meal imports by commodity in 2011-2015

	Commodities	2011	2012	2013	2014	2015
HS Code	Total (Unit: MT)	1,916,649	2,203,358	2,244,283	2,360,900	2,722,259
230110	Meat bone meals	177,947	272,594	280,655	294,231	273,662
230120	Fishmeal	89,534	91,836	81,351	104,996	96,000
230210/ 230310	DDGS & Corn gluten meal	494,599	491,846	356,900	640,000	696,000
230230	Wheat bran	213,295	251,691	319,924	420,000	505,000
230220 230240 230690	Rice bran and other residues,	383,690	394,560	432,140	242,910	324,000
230500	Peanut meal	5,498	3,051	3,200	3,415	2,722
230610	Cotton seed meal	n/a	47	978	3,211	300
230630	Sunflower meal	516	13,933	279	4,762	5,461
230641 230649	Canola meal, rapeseed meal	271,700	359,000	396,000	373,400	413,389
230650	Copra cake and meal	138,000	178,933	196,315	98,475	156,725
230660	Palm Kernel meal	141,870	159,800	176,541	175,500	249,000

Source: General Customs Department (GCO), Local importers, Agromonitor, GTA

Table 39: Vietnam's Copra cake and meal Import Matrix

Country	Vietnam		
Commodity	Copra cake and meal		
Time Period	Jan-Dec	Units:	MT

Imports for:	2014		2015
U.S.	0	U.S.	0
Others		Others	
Philippines	96,975	Philippines	83,412
Indonesia	1,500	Indonesia	11,200
Total for Others	98,475		94,612
Others not Listed	0		62,113
Grand Total	98,475		156,725

Source: GTA; Local Traders; Note: Copra cake and meal with HS code: 230650

Table 40: Vietnam's canola and rapeseed meal Import Matrix

Country	Vietnam		
Commodity	Canola and rapeseed meal		
Time Period	Jan-Dec	Units:	MT
Imports for:	2014		2015
U.S.	628	U.S.	1,195
Others		Others	
India	150,936	Arab Emirates	62,781
Canada	76,962	India	59,388
		Singapore	52,961
		Canada	49,121
		Malaysia	22,565
		China	7,225
		Pakistan	3,035
		Paraguay	1,539
		Philippines	550
		Romania	185
Total for Others	227,898		259,350
Others not Listed	144,874		152,844
Grand Total	373,400		413,389

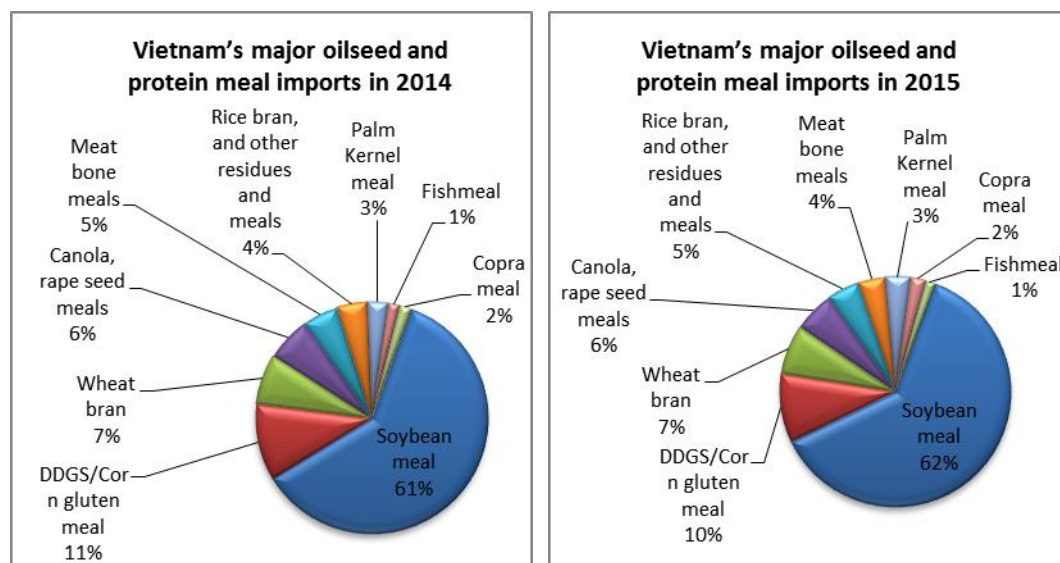
Source: GTA; Local Traders; Note: Canola and rapeseed meal with HS code: 230641 & 230649

Table 41: Vietnam fish meal imports by source in 2011-2015

	2011	2012	2013	2014	2015
Total in MT	89,534	91,835	81,351	104,996	96,000
Thailand	26,422	11,352	43,000	28,499	30,251
Peru	46,339	54,123	19,336	39,842	21,884
Chile	1,807	2,073	2,260	9,980	10,545
South Korea	11,079	11,604	11,862	12,478	8,154
India	740	249	1,301	3,340	5,260
Others	3,147	12,434	3,593	10,857	19,906

Source: GCO, Local importers, Agromonitor, GTA
Note: Fishmeal (HS code 230120)

Graph 11: Major oilseed and protein meal imports in 2014 & 2015



Source: GCO, GTA, Local importers

Export

In 2015, Vietnam exported about 1.14 MMT of other oilseed and protein meals including copra meal, rapeseed meal and fish meal to countries in the region (see table 41).

According to local traders, Vietnam exports low-protein fishmeal, while it imports high protein fishmeal. In 2015, Vietnam exported 149.6 TMT of fishmeal to many countries, of which China is the largest export market (see table 44).

Table 42: Other oilseed and protein meal exports by commodity in 2011-2015

	Commodities	2011	2012	2013	2014	2015
HS Code	Total (Unit: MT)	142,461	196,682	294,345	301,721	1,138,200
230110	Meat bone meals	632	1,169	2,082	636	16,166
230120	Fishmeal	67,667	97,283	109,418	157,000	149,600
230210/ 230310	DDGS and Corn gluten meal	8,643	24,964	110,974	50,982	24,942
230230	Wheat bran	32	96	84	-	798,328
230220 230240 230690	Rice bran and other residues,	5,385	6,249	14,178	13,637	56,651
230320 230330	Waste of sugar manufacture, molasses, other residues	58,244	66,079	55,820	78,525	88,616
230500	Peanut meal	544	549	1,489	823	590
230610	Cotton seed meal	83	0	0	0	0
230630	Sunflower meal	0	0	0	0	0
230641	Canola meal, rapeseed meal	0	0	45	0	279

230649						
230650	Copra cake and meal	66	271	255	92	3,028
230660	Palm Kernel meal	1,165	22	0	26	0

Source: GCO, Local importers, GTA

Table 43: Vietnam's copra cake and meal exports

	2011	2012	2013	2014	2015
Total Copra cake and meal exports (MT)	66	271	255	92	3,028

Source: GTA; Local Traders; Note: Copra cake and meal with HS code: 230650

Table 44: Vietnam's copra cake and meal export matrix

Country	Vietnam		
Commodity	Copra cake and meal		
Time Period	Jan-Dec	Units:	MT
Imports for:	2014		2015
U.S.	0	U.S.	15
Others		Others	
Taiwan	77	Italy	1,491
South Korea	15	Cambodia	1,005
		Taiwan	188
		Japan	186
		South Korea	143
Total for Others	92		3,013
Others not Listed	0		0
Grand Total	92		3,028

Source: GTA; Local Traders; Note: Copra cake and meal with HS code: 230650

Table 45: Vietnam's fish meal exports by destination (2011-2015)

	2011	2012	2013	2014	2015
Total in TMT	68	97	110	157	149.6
China	19	50	67	73	74.9
Japan	21	5	10	25	26.7
Taiwan	11	14	14	25	16.2
Thailand	4	10	3	8	12.4
Indonesia	3	12	10	7	7.3
Malaysia	0.3	3	2	3	5.4
South Korea	2	2	3	3	4.6
Cambodia		n/a	n/a	5	1
Others		1	1	4	1.1

Source: GTA, Local Traders, Agromonitor; Note: Fishmeal with HS code: 230120

Production, Supply and Demand Data Statistics:

Table 46: Vietnam's Production, Supply & Demand Table for Copra Meal

Meal, Copra Market Begin Year	2015/2016		2016/2017		2017/2018	
	Jan 2015		Jan 2016		Jan 2017	
	USDA Official	New Post	USDA Official	New Post	USDA Official	New Post
Vietnam						
Crush	240	254	0	258	0	260
Extr. Rate, 999.9999	0.35	0.3504	0	0.3488	0	0.35
Beginning Stocks	12	12	0	10	0	7
Production	84	89	0	90	0	91
MY Imports	115	157	0	160	0	170
MY Imp. from U.S.	0	0	0	0	0	0
MY Imp. from EU	0	0	0	0	0	0
Total Supply	211	258	0	260	0	268
MY Exports	0	3	0	3	0	3
MY Exp. to EU	0	0	0	0	0	0
Industrial Dom. Cons.	0	0	0	0	0	0
Food Use Dom. Cons.	0	0	0	0	0	0
Feed Waste Dom. Cons.	210	245	0	250	0	255
Total Dom. Cons.	210	245	0	250	0	255
Ending Stocks	1	10	0	7	0	10
Total Distribution	211	258	0	260	0	268
(1000 MT) ,(PERCENT)						

Source: GTA; Local Traders; Note: Copra cake and meal with HS code: 230650

Commodities:

Oil, Soybean
Oil, Palm Kernel
Oil, Coconut
Oil, Rapeseed
Oil, Sunflower seed
Oil, Cottonseed

Production:

Refined vegetable oil production

According to the Ministry of Industry and Trade, and the General Statistics Office, Vietnam produced a record level of 813 TMT of refined vegetable oil (all types) in 2015, an increase of 11 percent over the previous year (733.3 TMT) (Table 47 and Graph 11). Refined oil production is projected to increase by 10 percent to 895 TMT in 2016 and to 984 TMT in 2017. Considerable growth is needed in domestic refining capacity in order to reach GVN's target for refined vegetable oil of 1.59 MMT by 2020 and 1.93 MMT by 2025, according to the *Development Plan for Vietnam's Vegetable Oil Industry up to 2020, and Vision to 2025*.

According to the Ministry of Industry and Trade, there are some 40 cooking oil manufacturers in Vietnam with hundreds of edible oil brands that can now be found around the country. Seventy percent (70) of them are palm oil and 23 percent are soybean oil manufacturers.

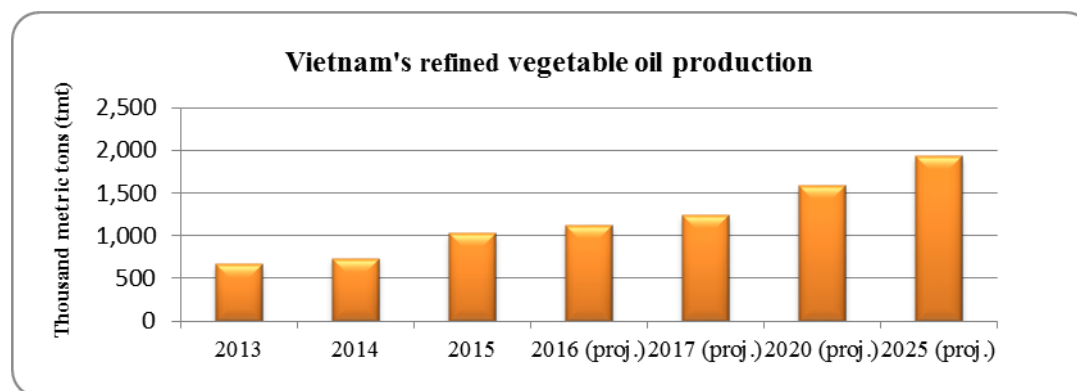
In July 2015, a new joint venture company (Nortalic) between the Musim Mas Group (Singapore) and the state-owned Vietnam Vegetable Oils Industry Corporation (Vocarimex) started construction of a soybean oil processing plant with a total investment of US\$71.5 million in the central province of Thanh Hoa. This plant is aiming for the capacity of 600 MT per day initially with the potential of increasing to 1,500 MT per day.

Table 47: Refined vegetable oil production

	2013	2014	2015	2016 proj.	2017 proj.
Total refined vegetable oils production (MT)	669,537	733,268	813,315	894,645	984,110
<i>Refined soybean oil production</i>	321,247	368,296	407,593	448,352	493,187
<i>Refined palm oil and palm kernel oil production</i>	241,951	191,721	212,344	233,578	256,936
<i>Refined peanut oil production</i>	2,759	3,703	4,061	4,467	4,914
<i>Refined cottonseed oil production</i>	28,301	31,113	34,744	38,218	42,040
<i>Refined rapeseed (colza) oil production</i>	592	392	434	477	525
<i>Refined coconut (copra) oil production</i>	1,454	1,681	1,864	2,050	2,255
<i>Other refined vegetable oil including blended oils</i>	73,233	136,362	152,275	167,503	184,253

Source: GSO, MOIT, Local Producers' estimates

Graph 12: Vietnam's refined vegetable oil production, 2013-2025



Source: GSO; MOIT, Local Producers' estimates

Crude vegetable oil production

Post's initial forecast of MY 2016/17 soy oil production is 247 TMT, an increase of 8.3 percent (See Table 48). This forecast is based on increased crush. Post's MY 2015/16 crude soybean oil estimate is revised down to 228 TMT from 256 TMT of the previous estimate, but a 6.5 percent increase over the previous year, as total crush rebounds. In MY 2014/15, Vietnam produced an estimated 214 TMT of crude soy oil, a drop of 8.9 percent from the year before due to smaller crush.

Table 48: Vietnam's local crude soy oil production

	2013	2014	2015	2016*	2017*
Total local soy oil production (MT)	193,000	235,000	214,000	228,000	247,000

Source: Local Producers, *Post estimates

Note: Estimated extraction rate from soybean to soybean oil at 19%.

Crude Coconut Oil production

In 2015, Vietnam produced about 160 TMT of crude coconut oil production with an estimated extraction rate from copra to coconut oil of 63 percent (see table 49), according to local producers.

Table 49: Vietnam's crude coconut oil production

Unit: In TMT	2013	2014	2015	2016 est.*	2017 est.*
Copra (coconuts in the inner shell) used for crushing	230	240	254	258	260
Crude Coconut oil production	145	151	160	163	164

Source: Local industry estimates, *Post estimates

Note: Estimated extraction rate from copra to coconut oil is 63%.

Consumption:

Most vegetable oil products are used for both human consumption and the food processing industry. Crude vegetable oils are used for animal feed industry and the industrial processing and the cosmetic industry.

Local producers estimated MY 2014/15 total vegetable oil consumption at 910 TMT, up about 4.5 percent over the previous year (Table 50). There is no official data available for vegetable oil consumption per capita. Post projects continuous strong growth in consumption, including soybean oil, as demand continues to grow, driven by rising consumer incomes, increased urbanization, and growth of the food processing industry and animal feed industry. Industry has estimated vegetable oil consumption per capita to be 9.9 kg per person in 2015, below the world average of 13.5 kg per capita per year. Vegetable oil consumption per capita is projected to increase to 16 kg per person per year by 2020, and 18.5 kg by 2025.

Table 50: Vietnam's domestic vegetable oil consumption

	Unit	2013	2014	2015	2020 proj.	2025 proj.
Vietnam's population	million persons	90	91	92	97	102
Total domestic vegetable oil consumption	1,000 MT	780	870	910	1,570	1,890
Per capita vegetable oil consumption	Kg/person/year	8.7	9.6	9.9	16.2	18.5

Source: GSO; MOIT; IPSI; Estimates from local producers and Post

Most imported soybean and palm oil are currently for food use; only a small volume of imported oil is used in the industrial and cosmetic manufacturing sectors and feed industry. Post estimates local consumption at 640 TMT for palm oil and 190 TMT for soybean oil in MY 2014/15. In MY 2015/16, Post forecasts local consumption of palm oil at 650 TMT and soy oil at 220 TMT. Post estimates coconut oil consumption in 2015 at 150 TMT, of which 100 TMT is used for food processing industry and about 50 TMT is used for the industrial and cosmetic manufacturing sectors.

The below table shows the market share of major oil and fat brand names in Vietnam, according to Euromonitor International.

Table 51: Brand name Shares of Oils and Fats: % Value 2012-2015

Brand name	Company	2012	2013	2014	2015
Neptune	Cai Lan Oils & Fats Industries Co Ltd	20.04	20.06	20.62	21.17
Tuong An	Tuong An Vegetable Oil JSC	18.61	18.92	17.26	16.29
Simply	Cai Lan Oils & Fats Industries Co Ltd	8.86	8.97	9.19	9.49
Marvela	Golden Hope Nha Be Edible Oils Co Ltd	8.09	7.90	8.07	8.19
Nakydaco	Tan Binh Vegetable Oil JSC	5.88	5.45	6.14	6.40
Meizan	Cai Lan Oils & Fats Industries Co Ltd	4.78	4.84	5.07	5.35
Président	Lactalis, Groupe	3.14	3.20	3.38	3.51
Cai Lan Vegetable Oil	Cai Lan Oils & Fats Industries Co Ltd	2.94	2.99	3.10	3.19
Ong Tao	Golden Hope Nha Be Edible Oils Co Ltd	2.76	2.71	2.74	2.75
Binh An	Binh An Vegetable Oil JSC	2.67	2.57	2.54	2.52
Ogold	Binh An Vegetable Oil JSC	1.93	1.84	1.82	1.80
Anchor	Fonterra Brands (Vietnam) Co Ltd	1.18	1.20	1.26	1.31
Fragata	Angel Camacho SA	0.36	0.37	0.40	0.41
Generics	Generics	0.14	0.13	0.12	0.11
De Nhat	Acecook Vietnam JSC	3.68	3.38	-	-
Others	Others	14.95	15.47	18.28	17.50
Total		100.00	100.00	100.00	100.00

Source: Euromonitor International

Trade:

Imports of vegetable oils (both crude and refined)

Vietnam's vegetable oil industry continues to rely heavily on imported crude and refined oil to meet consumer demand. In MY 2014/15, Vietnam imported an estimated 761 TMT of crude and refined vegetable oils of all types, a drop of 8.7 percent from the previous year (Table 52).

In MY 2014/15, Vietnam's refined vegetable oil imports in MY2014/15 were estimated at 662 TMT, accounting for 87 percent of the total imported vegetable oils.

Total palm and palm kernel oil imports (both crude and refined oils) were 618 TMT in MY 2014/15, a drop of 11.4 percent from the previous year, but still accounting for almost 81 percent of total vegetable oil imports (Tables 53, 54).

Total soy oil imports (both crude and refined) were 98 TMT in MY 2014/15, a rise of 20 percent over the year ago. Soy oil accounts for about 13 percent of total vegetable oil imports.

Post forecasts soy oil imports will increase in the future due to the operation of a number of soy-only oil refining plants.

Vietnam imported a small volume of coconut (copra) oil (2.1 TMT) and rapeseed (colza) oil (3.1 TMT) in MY2014/15.

Other vegetable oils, including peanut oil, olive oil, sunflower oil, cottonseed oil, linseed oil, corn oil, castor oil, and other vegetable oils imported in refined, consumer-ready packaging, were 39 TMT in MY 2014/15, accounting for about 5 percent of total vegetable oil imports.

Post forecasts that total vegetable oil imports in MY 2015/16 will remain in the 790-810 TMT range.

Table 52: Total vegetable oil imports

Year	2011	2012	2013	2014	2015
Total vegetable oil imports (TMT)	754.9	731.6	718.8	833.4	760.5
<i>Total crude vegetable oil</i>	305.8	66.1	77.2	99.3	98.9
<i>Total refined vegetable oil</i>	449.1	665.5	641.6	734.1	661.6

Source: GCO, GTA, Local producers

Table 53: Total vegetable oil* imports per commodity

Year	2011	2012	2013	2014	2015
Total vegetable oil imports (TMT)	754.9	731.6	718.8	833.4	760.5
<i>Palm oil</i>	595.6	602.9	583.1	697.7	618.4
<i>Soy oil</i>	127.5	52.6	79.3	81.6	97.8
<i>Coconut oil</i>	0.7	1.64	2.4	6.3	2.1
<i>Rapeseed oil</i>	2.3	2.6	2.8	4.6	3.1
<i>Other vegetable oils</i>	28.8	71.9	51.2	43.2	39.1

Source: GCO, GTA, Local producers. *Note: Vegetable oils include all crude oils and refined oils

Table 54: Vietnam's palm and palm kernel oil imports

	2011 Quantity MT	2012 Quantity MT	2013 Quantity MT	2014 Quantity MT	2015 Quantity MT
Total palm and palm kernel oil imports	595.6	602.9	583.12	697.74	618.4
Crude Palm oil and palm kernel oil (HS codes 151110; 151321)	184.7	13.6	10.02	14.24	2.4
Refined palm oil and palm kernel oil (HS codes 151190; 151329)	410.9	589.3	573.1	683.5	616

Source: GTA

Table 55: Vietnam's soy oil imports

	2011	2012	2013	2014	2015
--	------	------	------	------	------

	Quantity MT	Quantity MT	Quantity MT	Quantity MT	Quantity MT
Total palm and palm kernel oil imports	127.5	52.6	79.3	81.6	97.8
Crude soy oil (HS code 150710)	117.9	49	63.3	77.4	92.4
Refined soy oil (HS code 150790)	9.6	3.6	16	4.2	5.4

Source: GTA

Table 56: Vietnam's coconut oil imports

	2011 Quantity MT	2012 Quantity MT	2013 Quantity MT	2014 Quantity MT	2015 Quantity MT
Total coconut oil imports	705	1,635	2,430	6,281	2,100
Crude Coconut Oil (HS code 151311)	105	100	0.01	2,000	20
Refined Coconut Oil (HS code 151319)	600	1,535	2,430	4,281	2,080

Source: GTA

Table 57: Vietnam's rapeseed oil imports

	2011 Quantity MT	2012 Quantity MT	2013 Quantity MT	2014 Quantity MT	2015 Quantity MT
Total rapeseed oil imports	4,101	2,604	2,792	4,606	3,100
Crude Rapeseed Or Colza Oil (HS code 151411)	1,132	660	1,232	2,520	1,602
Rapeseed Or Colza Oil (HS code 151419)	2,908	1,925	1,503	2,083	1,465
Crude Rapeseed(Colza), Mustard Oil (HS code 151491)	1	1.02	1.19	1	0.1
Rapeseed, Colza Or Mustard Oil (HS code 151499)	60	18	56	2	33

Source: GTA

Table 58: Vietnam's other vegetable oil imports

	2011 Quantity MT	2012 Quantity MT	2013 Quantity MT	2014 Quantity MT	2015 Quantity MT
Total other oil imports	28.8	71.9	51.2	43.2	39.1
Other Crude Vegetable Oil import	0.8	0.8	1.1	1.1	1
Other Refined Vegetable oil import	28	71.1	50.1	42.1	38.1

Source: GTA

Note:

-Other crude vegetable oils* include Peanut oil (HS code 150810), Olive oil (HS code 150910), Sunflower oil (HS code 151211), Linseed oil (HS code 151511), Corn oil (HS code 151521), and Sesame oil (HS code 151550);

- Other refined vegetable oils include refined peanut oil (HS code 150890); refined olive oil (HS code 150990; 151000); refined sunflower oil (HS code 151219); refined cottonseed oil (HS code 151229); refined linseed oil (HS code 151519); refined corn oil (HS code 151529); castor oil (HS code 151530); fixed vegetable oil (HS code 151590); other vegetable oil (HS code 151620);

Imports of crude vegetable oil

Vietnam's total crude vegetable oil imports in MY 2014/15 were about 99 TMT, almost the same level of the previous year (Tables 30, 31, 32 and Graph 10). Crude soy oil mainly imported from Argentina, Thailand, and Malaysia, accounted for 93 percent of total crude vegetable oil imports. Post estimates crude oil imports will likely remain at MY 2015/16 levels.

Table 59: Crude vegetable oil imports

Crude vegetable oil (TMT)	2011	2012	2013	2014	2015
Total, of which	305.8	66.1	77.22	99.34	98.92
Crude Soy oil	117.9	49	63.3	77.4	92.4
Crude Palm oil	184.7	13.6	10.02	14.24	2.4
Crude Coconut (Copra) oil	0.1	0.1	0	2	0.02
Crude Rapeseed (Colza) oil	2.3	2.6	2.8	4.6	3.1
Other crude vegetable oils	0.8	0.8	1.1	1.1	1

Sources: GCO, GTA

Note: - Crude soybean oil (HS code 150710);

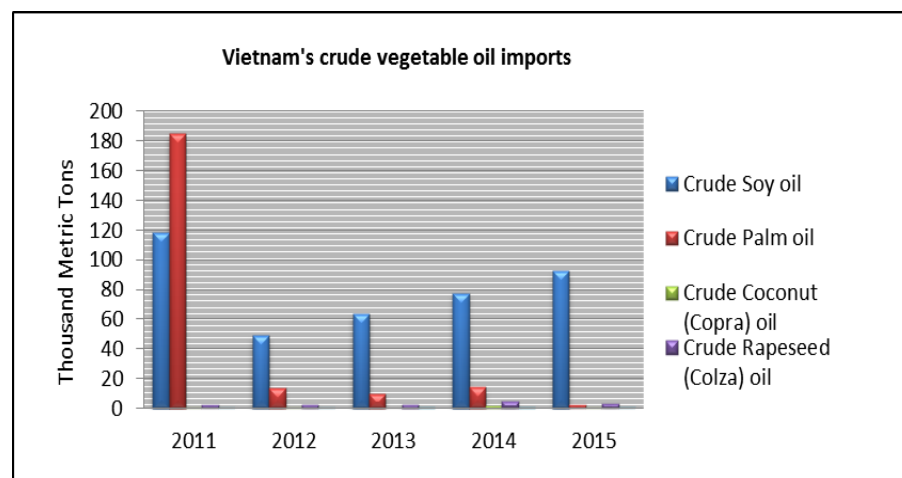
- Crude palm oil includes crude palm oil (HS code 151110) and palm kernel oil HS code (151321)

- Crude Coconut (copra) oil (HS code 151311)

- Crude Rapeseed (Colza) oils (HS code 151411; 151419; 151491; and 151499)

- Other crude vegetable oils* include Peanut oil (HS code 150810), Olive oil (HS code 150910), Sunflower oil (HS code 151211), Linseed oil (HS code 151511), Corn oil (HS code 151521), and Sesame oil (HS code 151550);

Graph 13: Vietnam's crude vegetable oil imports 2011-2015



Sources: GCO, GTA

Table 60: Vietnam's crude soy oil imports by sources

Exporting Countries	2011	2012	2013	2014	2015
	Quantity MT	Quantity MT	Quantity MT	Quantity MT	Quantity MT
Argentina	75,440	19,500	33,492	59,472	79,000
Thailand	19,499	12,997	24,010	2,000	7,558
Malaysia	19,976	2,141	0	15,495	5,875
Brazil	3,000	13,000	5,775	461	0
South Korea	2.69	0	1.51	1.86	0
Taiwan	0	410	0	0	0
United States	0	0	0	6.08	0
Others	0	936	3	0	2
Total Volume	117,918	48,984	63,282	77,436	92,435

Sources: Estimates from traders, Local Producers, GCO, GTA

Note: Crude soybean oil (HS code 150710)

Table 61: Vietnam's Crude Soy Oil Import Trade Matrix

Country	Vietnam		
Commodity	Crude Soy oil		
Time Period	Jan-Dec	Units:	MT
Imports for:	2014		2015
U.S.	0	U.S.	0
Others		Others	
Argentina	59,472	Argentina	79,000
Malaysia	15,495	Thailand	7,558
Thailand	2,000	Malaysia	5,875
Brazil	461		
Total for Others	77,428		92,433
Others not Listed	8		2
Grand Total	77,436		92,435

Source: GCO, GTA, Local Traders *Note: Crude Soy oil - HS code 150710

Table 62: Vietnam's crude palm oil* imports by sources

Exporting Countries	2011	2012	2013	2014	2015
	Quantity MT	Quantity MT	Quantity MT	Quantity MT	Quantity MT
Indonesia	110,206	11,329	0	7,211	2,402
Malaysia	72,051	2,236	4,023	7,028	0
Singapore	0	0	0	1	0
Thailand	0	0	6,000	0	0
Hong Kong	52	0	0	0	0

Cambodia	2,100	0	0	0	0
United States	257	0	0	0	0
Total Volume	184,666	13,565	10,023	14,240	2,402

Source: GCO, GTA.

Note: *Crude palm oil includes crude palm oil (HS code 151110) and palm kernel oil HS code (151321)

Table 63: Vietnam's Crude Palm Oil Import Matrix

Country	Vietnam		
Commodity	Crude Palm oil		
Time Period	Jan-Dec	Units:	MT
Imports for:	2014		2015
U.S.	0	U.S.	0
Others		Others	
Indonesia	7,211	Indonesia	2,402
Malaysia	7,028		
Total for Others	14,239		2,402
Others not Listed	1		0
Grand Total	14,240		2,402

Source: GCO, GTA,

*Crude palm oil includes crude palm oil (HS code 151110) and palm kernel oil HS code (151321)

Table 64: Vietnam's crude coconut oil imports by sources

Exporting Countries	2011	2012	2013	2014	2015
	Quantity MT	Quantity MT	Quantity MT	Quantity MT	Quantity MT
Malaysia	105	0	0	0	20
Philippines	0	0	0	2,000	0
United Kingdom	0	100	0	0	0
Taiwan	0	0	0.01	0	0
Total Volume	105	100	0.01	2,000	20

Source: GCO, GTA.

Note: Crude coconut (copra) oil (HS code 151311)

Table 65: Vietnam's Crude Coconut (Copra) Oil Import Matrix

Country	Vietnam		
Commodity	Crude Coconut Oil		
Time Period	Jan-Dec	Units:	MT
Imports for:	2014		2015
U.S.	0	U.S.	0
Others		Others	
Philippines	2,000	Malaysia	20

Total for Others	2,000		20
Others not Listed	0		0
Grand Total	2,000		20

Source: GTA; *Note: Crude coconut (copra) oil (HS code 151311)

Table 66: Vietnam's crude rapeseed (colza) oil imports by sources

Exporting Countries	2011	2012	2013	2014	2015
	Quantity MT	Quantity MT	Quantity MT	Quantity MT	Quantity MT
Australia	1,788	894	1,287	2,685	1,674
Malaysia	2,067	1,056	1,391	1,789	1,207
Canada	186	626	99	118	151
Japan	0	2	0	3	23
United States	0	0	0	0	41
Taiwan	14	18	15	1	0
Hong Kong	46	0	0	0	0
Others	1	8	2.2	11	5.4
Total Volume	2,314	2,604	2,794	4,607	3,101

Source: GCO, GTA.

Note: Crude Rapeseed (Colza) Oils (HS code 151410; 151411; 151419; 151491; and 151499)

Table 67: Vietnam's Crude Rapeseed (Colza) Oil Import Matrix

Country	Vietnam		
Commodity	Crude rapeseed (colza) oil		
Time Period	Jan-Dec	Units:	MT
Imports for:	2014		2015
U.S.	0	U.S.	41
Others		Others	
Australia	2,685	Australia	1,674
Malaysia	1,789	Malaysia	1,207
Canada	118	Canada	151
Total for Others	4,592		3,032
Others not Listed	15		28
Grand Total	4,607		3,101

Source: GTA;

Note: Crude Rapeseed (Colza) Oils (HS code 151410; 151411; 151419; 151491; and 151499)

Imports of refined vegetable oil

Vietnam's refined vegetable oil imports for MY 2014/15 were 662 TMT, a 10 percent drop from the previous year (Table 68). Refined palm oil imports mainly from Malaysia and Indonesia accounted for about 93 percent of total refined vegetable oil. Other vegetable oils, which are mostly in consumer-ready packaging, accounted for 5.8 percent of total refined vegetable oil imports, refined soybean oil

accounted for 0.8 percent, and refined coconut (copra) oil accounted for 0.3 percent of the total refined vegetable oil imports in MY 2014/15.

In MY 2015/16, Post forecasts refined oil imports at 680 - 700 TMT. Of this estimate, Post forecasts refined palm oil imports, soy oil, and other vegetable oil imports at 650 TMT and 6 TMT and 24 TMT, respectively. Post's initial forecast for MY 2016/17 refined palm oil imports at 680 TMT and soy oil imports at 6 TMT.

Table 68: Refined vegetable oil imports 2011-2015

Refined vegetable oil imports (TMT)	2011	2012	2013	2014	2015
Total, of which	449.1	665.5	641.6	734.1	661.6
<i>Refined palm oil</i>	<i>410.9</i>	<i>589.3</i>	<i>573.1</i>	<i>683.5</i>	<i>616</i>
<i>Refined Soy oil</i>	<i>9.6</i>	<i>3.6</i>	<i>16</i>	<i>4.2</i>	<i>5.4</i>
<i>Refined Coconut (Copra) oil</i>	<i>0.6</i>	<i>1.5</i>	<i>2.4</i>	<i>4.3</i>	<i>2.1</i>
<i>Other refined vegetable oils</i>	<i>28</i>	<i>71.1</i>	<i>50.1</i>	<i>42.1</i>	<i>38.1</i>

Source: Local Traders, Local Producers, GCO, GTA

Note: - Refined soybean oil (HS code 150790)

- Refined palm oil includes refined palm oil (HS code 151190) and refined palm kernel oil (HS code 151329)

- Refined coconut (Copra) oil (HS code 151319)

- Other refined vegetable oils include refined peanut oil (HS code 150890); refined olive oil (HS code 150990; 151000); refined sunflower oil (HS code 151219); refined cottonseed oil (HS code 151229); refined linseed oil (HS code 151519); refined corn oil (HS code 151529); castor oil (HS code 151530); fixed vegetable oil (HS code 151590); other vegetable oil (HS code 151620);

Table 69: Vietnam's refined palm oil imports by sources 2011-2015

Exporting Countries	2011	2012	2013	2014	2015
	Quantity MT	Quantity MT	Quantity MT	Quantity MT	Quantity MT
Malaysia	353,404	462,183	478,400	594,138	568,700
Indonesia	55,171	124,000	94,385	86,733	46,145
Singapore	783	783	294	87	86
Thailand	1,470	165	n/a	2,512	21
South Korea	45	18	n/a	6	12
Taiwan	35	68	0	0	0
Canada	25	41	0	0	0
United States	1.7	12	0	0	0
Others	12.5	2,036	28	1.4	1
Total Volume	410,947	589,306	573,107	683,477	615,965

Sources: Estimates from traders, Local Producers, GCO, GTA

Note: Refined coconut (copra) oil includes refined palm oil (HS code 151190) and refined palm kernel oil (HS code 151329)

Table 70: Vietnam's refined soy oil imports by sources 2011-2015

Exporting Countries	2011	2012	2013	2014	2015
	Quantity MT	Quantity MT	Quantity MT	Quantity MT	Quantity MT
Malaysia	7,706	3,128	15,237	3,803	2,249
China	n/a	n/a	n/a	n/a	1,998
Thailand	1,470	165	77	14.2	518
Singapore	297	114	66	323	360
Taiwan	35	68	51	38.2	189
South Korea	45	18	222	18.4	32
Japan	6	4	3	6.5	32
Hong Kong	n/a	n/a	560	n/a	0
Canada	25	41	13	n/a	0
United States	1.7	12	n/a	n/a	0
Others	6	5	6	5	1
Total Volume	9,592	3,555	16,235	4,208	5,379

Sources: Estimates from traders, Local Producers, GCO, GTA

Note: Refined soybean oil (HS code 150790)

Table 71: Vietnam's Refined Soy Oil Import Trade Matrix

Country	Vietnam		
Commodity	Refined Soy oil		
Time Period	Jan-Dec	Units:	MT
Imports for:	2014		2015
U.S.	0	U.S.	0
Others		Others	
Malaysia	3,803	Malaysia	2,249
Singapore	323	China	1,998
Taiwan	38	Thailand	518
South Korea	18	Singapore	360
Thailand	14	Taiwan	189
Total for Others	4,196		5,314
Others not Listed	12		65
Grand Total	4,208		5,379

Source: GCO, GTA, Local Traders *Note: Refined soy oil HS code 150790

Table 72: Vietnam's refined coconut (copra) oil imports by sources 2011-2015

Exporting Countries	2011	2012	2013	2014	2015
	Quantity MT	Quantity MT	Quantity MT	Quantity MT	Quantity MT
Malaysia	520	1,023	1,804	1,240	1,057
Indonesia	12	243	20	309	526
United States	51	267	602	694	321

Ghana	0	0	0	1,902	156
Philippines	15	0	3.3	106	0
Singapore	0	0	0	30	20
Taiwan	2	2	0.2	0	0
Total	600	1,535	2,430	4,281	2,080

Sources: GTA; Note: Refined Coconut (Copra) Oil (HS code 151319)

Table 73: Vietnam's Refined Coconut (Copra) Oil Import Matrix

Country	Vietnam		
Commodity	Refined Coconut Oil		
Time Period	Jan-Dec	Units:	MT
Imports for:	2014		2015
U.S.	694	U.S.	321
Others		Others	
Malaysia	1,240	Malaysia	1,057
Indonesia	309	Indonesia	526
Ghana	1,902	Ghana	156
Philippines	106		
Total for Others	3,557		1,739
Others not Listed	30		20
Grand Total	4,281		2,080

Sources: GTA; Note: Refined Coconut (Copra) Oil (HS code 151319)

Policy

Import Tariff

According to Circular 182/2015/TT-BTC, the 2016 tax rates for major crude and refined vegetable oils imported from countries having Most Favored Nation (MFN) status with Vietnam are shown in the table below. The most updated tariff rates for other trade agreements are listed in Table 74.

Table 74: Vegetable Oils Import tariffs for MFN countries

Import tariffs	Crude Oil	Refined oil
Soybean oil (HS code 1507)	5%	15%
Peanut oil (HS code 1508)	5%	25%
Olive oil (HS code 1509)	5%	20%
Other oils, obtained solely from olives (HS code 1510)	5%	25%
Palm oil (HS code 1511.10 and 1511.90)	5%-7%	30%
Sunflower-seed oil, safflower oil (HS code 1512)	5%	15%
Cotton-seed oil (HS code 1512.21 and 1512.29)	5%	25%
Copra oil (HS code 1513.11 and 1513.19.10, and 1513.19.90)	5%	30%

Palm kernel oil or babassu oil (HS code 1513.21 and 1513.29)	7%-5%	25%
Rapeseed oil (HS code 1514.11; 1514.19; 1514.91 and 1514.99)	5%	20%
Linseed oil and its fractions (HS code 1515.11 and 1515.19)	5%	15%
Maize (corn seed) oil and its fractions (HS code 1515.21; 1515.29.91 and 1515.29.99)	5%	20% or 30%
Castor oil and its fractions (HS code 1515.30.10 and 1515.30.90)	7%	15%
Sesame oil and its fractions of unrefined oil (HS code 1515.50.10; 1515.50.20; 1515.50.90)	7%; or 5%	25%
Tengkawang oil (HS code 1515.90.11; 1515.90.12; and 1515.90.19)	5%	25%
Tung oil (HS code 1515.90.21; 1515.90.22 and 1515.90.29)	5%	10%
Jajoba oil (HS code 1515.90.31; 1515.90.32 and 1515.90.39)	5%	25%
Animal fats and oils and their fractions (HS code 1516.10)	22%	
Vegetable fats and oils and their fractions, re-esterified fats and oils and their fractions (of soybean) (HS code 1516.20.11)	20%	
Vegetable fats and oils and their fractions, re-esterified fats and oils and their fractions (of the fruit of the oil palm, crude or other than crude (HS code 1516.20.12; 1516.20.13)	25%	30%
Vegetable fats and oils and their fractions, re-esterified fats and oils and their fractions (of coconuts) (HS code 1516.20.14)	30%	
Vegetable fats and oils and their fractions, re-esterified fats and oils and their fractions (of palm kernels, crude -HS code 1516.20.15 and of palm kernels, refined, bleached and deodorized RBD - HS code 1516.20.16)	25%	30%
Vegetable fats and oils and their fractions, re-esterified fats and oils and their fractions (of ground nuts) (HS code 1516.20.17)	25%	
Vegetable fats and oils and their fractions, re-esterified fats and oils and their fractions (of linseeds) (HS code 1516.20.18)	25%	
Vegetable fats and oils and their fractions, re-esterified fats and oils and their fractions (of others) (HS code 1516.20.19)	25%	
Vegetable fats and oils and their fractions: Hydrogenated fats in flakes (of groundnuts, soybeans, fruit of the oil palm, palm kernels or coconuts) (HS code 1516.20.21)	30%	
Vegetable fats and oils and their fractions: Hydrogenated fats in flakes (of linseeds) (HS code 1516.20.22)	25%	
Vegetable fats and oils and their fractions: Hydrogenated fats in flakes (of olives) (HS code 1516.20.23)	25%	
Vegetable fats and oils and their fractions: Hydrogenated fats in flakes (of others) (HS code 1516.20.29)	30%	
Other, palm stearin, with an iodine value not exceeding 48 (HS code 1516.20.51; 1516.20.52; 1516.20.59)	25%	25%
Vegetable fats and oils and their fractions (others: of linseed -HS code 1516.20.92); (of olives – HS code 1516.20.93), (of soybeans – HS code 1516.20.94)	25%	
Vegetable fats and oils and their fractions (Hydrogenated castor oil - HS code 1516.20.95)	30%	
Vegetable fats and oils and their fractions (Refined, bleached and deodorized (RBD) palm kernel stearin only - HS code 1516.20.96)	n/a	25%
Vegetable fats and oils and their fractions (Hydrogenated and refined, bleached,	30%	

deodorized (RBD) palm kernel stearin or olein -HS code 1516.20.97); (Other, of groundnuts, palm oil or coconuts – HS code 1516.20.98), (Others – HS code 1516.20.99)	
Margarine, edible mixtures or preparations of animal or vegetable fats or oils or of fractions of different fats or oils, other than edible fats or oils or their fractions of heading 15.16: Margarine, excluding liquid margarine (HS code 1517.10.00)	25%
Margarine, edible mixtures or preparations of animal or vegetable fats or oils or of fractions of different fats or oils, other than edible fats or oils or their fractions of heading 15.16: Other, Imitation ghee (HS code 1517.90.10); of a kind used as mould release preparations (HS code 1517.90.30)	30%
Margarine, edible mixtures or preparations of animal or vegetable fats or oils or of fractions of different fats or oils, other than edible fats or oils or their fractions of heading 15.16: Other, Shortening: Imitation lard; shortening: (HS code 1517.90.43); Imitation lard (HS code 1517.90.44)	25%
Margarine, edible mixtures or preparations of animal or vegetable fats or oils or of fractions of different fats or oils, other than edible fats or oils or their fractions of heading 15.16: Other, Other mixtures or preparations of vegetable fats or oils or of their fractions: Solid mixtures or preparations (HS code 1517.90.50);	30%
Margarine, edible mixtures or preparations of animal or vegetable fats or oils or of fractions of different fats or oils, other than edible fats or oils or their fractions of heading 15.16: Other, Other mixtures or preparations of vegetable fats or oils or of their fractions: Liquid mixtures or preparations: In which ground-nut oil predominates (HS code 1517.90.61);	30%
Margarine, edible mixtures or preparations of animal or vegetable fats or oils or of fractions of different fats or oils, other than edible fats or oils or their fractions of heading 15.16: Other, Other mixtures or preparations of vegetable fats or oils or of their fractions: Liquid mixtures or preparations: In which crude palm oil predominates (HS code 1517.90.62);	30%
Margarine, edible mixtures or preparations of animal or vegetable fats or oils or of fractions of different fats or oils, other than edible fats or oils or their fractions of heading 15.16: Other, Other mixtures or preparations of vegetable fats or oils or of their fractions: Liquid mixtures or preparations: In which other palm oil predominates, in packing of a net weight of less than 20 kg (HS code 1517.90.63); In which other palm oil predominates, in packing of a net weight of 20 kg or more (HS code 1517.90.64);	30%
Margarine, edible mixtures or preparations of animal or vegetable fats or oils or of fractions of different fats or oils, other than edible fats or oils or their fractions of heading 15.16: Other, Other mixtures or preparations of vegetable fats or oils or of their fractions: Liquid mixtures or preparations: In which palm kernel oil predominates (HS code 1517.90.65); In which palm kernel olein predominates (HS code 1517.90.66);	30%
Margarine, edible mixtures or preparations of animal or vegetable fats or oils or of fractions of different fats or oils, other than edible fats or oils or their fractions of heading 15.16: Other, Other mixtures or preparations of vegetable fats or oils or of their fractions: Liquid mixtures or preparations: In which soya-bean oil predominates (HS code 1517.90.67);	30%
Margarine, edible mixtures or preparations of animal or vegetable fats or oils or of	30%

fractions of different fats or oils, other than edible fats or oils or their fractions of heading 15.16: Other, Other mixtures or preparations of vegetable fats or oils or of their fractions: Liquid mixtures or preparations: In which illipe nut oil predominates (HS code 1517.90.68);	
Margarine, edible mixtures or preparations of animal or vegetable fats or oils or of fractions of different fats or oils, other than edible fats or oils or their fractions of heading 15.16: Other; Other (HS code 1517.90.69 and HS code 1517.90.90)	30%
Animal or vegetable fats and oils and their fractions, boiled, oxidized, dehydrated, sulphurised, blown, polymerized by heat in vacuum or in inert gas or otherwise chemically modified excluding those of heading 1516: Animal fats and oils (HS code 1518.00.12).	5%
Animal or vegetable fats and oils and their fractions, boiled, oxidized, dehydrated, sulphurised, blown, polymerized by heat in vacuum or in inert gas or otherwise chemically modified excluding those of heading 1516: Ground nut, soya bean, palm or coconut oils (HS code 1518.00.14).	5%
Animal or vegetable fats and oils and their fractions, boiled, oxidized, dehydrated, sulphurised, blown, polymerized by heat in vacuum or in inert gas or otherwise chemically modified excluding those of heading 1516: Linseeds oil and its fractions (HS code 1518.00.15).	5%
Animal or vegetable fats and oils and their fractions, boiled, oxidized, dehydrated, sulphurised, blown, polymerized by heat in vacuum or in inert gas or otherwise chemically modified excluding those of heading 1516: Olive oil and its fractions (HS code 1518.00.16).	5%
Animal or vegetable fats and oils and their fractions, boiled, oxidized, dehydrated, sulphurised, blown, polymerized by heat in vacuum or in inert gas or otherwise chemically modified excluding those of heading 1516: Other (HS code 1518.00.19).	5%
Inedible mixtures or preparations of animal fats or oils or of fractions of different fats or oils (HS code 1518.00.20).	5%
Inedible mixtures or preparations of animal fats or oils or of fractions of different fats or oils: Of the fruit of the oil palm or of palm kernels (HS code 1518.00.31); Of Linseeds (HS code 1518.00.33); Of olives (HS code 1518.00.34); Of ground nuts (HS code 1518.00.35); Of soybeans or coconuts (HS code 1518.00.36); Of cotton seeds (HS code 1518.00.37); Other (HS code 1518.00.39)	5%
Inedible mixtures or preparations of animal fats or oils or of fractions thereof and vegetable fats or oils or fractions thereof.	5%

Source: Ministry of Finance

Table 75: Major Vegetable Oils Import tariffs

HS code	Description	Import tariffs (%)									
		MF N	ATIG A	ACFT A	AKFT A	VKFT A	AANZFT A	AIFT A	VCFT A	AJCE P	VJEP A

1507	Soya bean oil and its fractions, whether or not refined, but not chemically modified										
1507.10.00	- Crude oil, whether or not degummed	5	0	0	0	0	0	2	3	5	2
1507.90	- Other										
1507.90.10	-- Fractions of unrefined soya bean oil	5	0	0	0	0	0	3	3	5	2
1507.90.90	-- Others	15	0	0	0	0	7	18	15	15	17
1508	Peanut oil and its fractions, whether or not refined, but not chemically modified										
1508.10.00	-Crude oil	5	0	0	0	0	0	5	3	5	2
1508.90	- Others										
1508.90.10	--Fractions of unrefined ground nut oil	5	0	0	0	0	0	7.5	3	5	2
1508.90.90	--Others	25	5	0	0	0	7	12.5	22	15	17
1509	Olive oil and its fractions, whether or not refined, but not chemically modified										
1509.10	-Virgin										
1509.10.10	--in package of net weight not over 30 kg	5	0	0	0	0	0	2	3	5	2
1509.10.90	--Others	5	0	0	0	0	0	2	3	5	2
1509.90	- Others										
1509.90.11	-- in package of net weight not over 30 kg	5	0	0	0	0	0	7.5	3	5	2
1509.90.19	--Fractions of unrefined oil	5	0	0	0	0	0	7.5	3	5	2
	--Others										
1509.90.91	---in packing of net weight not exceeding 30 kg	20	0	0	0	0	7	12.5	19	15	17
1509.90.99	---Other	20	0	0	0	0	7	12.5	19	15	17
1510	Other oils and their fractions, obtained solely from olives, whether or not refined, but not chemically modified, including blends of these oils or fractions with oils or fractions of heading 1509										
1510.00.10	-Crude oil	5	0	0	0	0	0	2	3	5	2
1510.00.2	-Fractions	5	0	0	0	0	0	7.5	3	5	2

0	of unrefined oil										
1510.00.90	-Other	25	0	0	0	0	7	12.5	22	15	11
1511	Palm oil and their fractions, whether or not refined, but not chemically modified										
1511.10.00	-Crude oil	5	0	0	0	0	0	2	3	5	2
1511.90	-Other										
1511.90.11	--solid fractions	7	0	0	0	0	7	12.5	3	15	11
1511.90.19	--others	7	0	0	0	0	7	12.5	3	15	11
1511.90.91	---solid fractions	30	0	0	0	0	7	12.5	22	15	11
1511.90.92	---Other, in packing of a net weight not exceeding 20kg	30	0	0	0	0	7	12.5	22	15	11
1511.90.99	---Others	30	0	0	0	0	7	12.5	22	15	11
1512	Sunflower-seed, safflower or cotton seed oil and fractions thereof, whether or not refined, but not chemically modified										
	-Sunflower-seed or safflower oil and fraction thereof										
1512.11.00	--Crude oil	5	0	0	0	0	0	2	3	5	2
1512.19	--Other										
1512.19.10	---Fractions of unrefined sunflower-seed oil or safflower oil	5	0	0	0	0	0	7.5	3	5	2
1512.19.90	---Other	15	0	0	0	0	7	12.5	15	15	17
	-Cotton-seed oil and its fractions										
1512.21.00	-- Crude oil, whether or not gossypol has been removed	5	0	0	0	0	0	5	3	5	2
1512.29	--Other										
1512.29.10	---Fractions of unrefined cotton-seed oil	5	0	0	0	0	0	5	3	5	2
1512.29.90	---Other	25	0	0	0	0	7	12.5	25	15	17

15.13	Coconut (copra) palm kernel or babassu oil and fractions thereof, whether or not refined, but not chemically modified										
	-Coconut (copra) oil and its fractions:										
1513.11.00	--Crude oil	5	0	0	0	0	0	5	3	5	2
1513.19	--Other										
1513.19.10	---Fractions of unrefined coconut oil	5	0	0	0	0	0	7.5	3	5	2
1513.19.90	---Other	30	0	0	0	0	7	12.5	22	15	11
	-Palm kernel or babasu oil and fraction thereof										
1513.21	-- Crude oil										
1513.21.10	---Palm Kernel oil	7	0	0	0	0	0	5	3	5	2
1513.21.90	---Other	7	0	0	0	0	0	5	3	5	2
1513.29	--Other										
	---Fractions of unrefined palm kernel oil or of unrefined palm kernel oil										
1513.29.11	----Solid fractions of unrefined palm kernel oil	5	0	0	0	0	0	7.5	3	5	2
1513.29.12	----Solid fractions of unrefined babasu oil	5	0	0	0	0	0	7.5	3	5	2
1513.29.13	----Other, of unrefined palm kernel oil	5	0	0	0	0	0	7.5	3	5	2
1513.29.14	----Other, of unrefined babasu oil	5	0	0	0	0	0	7.5	3	5	2
	---Other:										
1513.29.91	---- Solid fractions of palm kernel oil	25	0	0	0	0	7	12.5	27	15	11

1513.29.9 2	----Solid fractions of babasu oil	25	0	0	0	0	7	12.5	27	15	11
1513.29.9 4	----Palm kernel olein, refined, bleached and deodorized (RBD)	25	0	0	0	0	7	12.5	27	15	11
1513.29.9 5	----Palm Kernel Oil, RBD	35	0	0	0	0	7	12.5	27	15	11
1513.29.9 6	----Other, palm kernel oil	25	0	0	0	0	7	12.5	27	15	11
1513.29.9 7	----Other, babasu oil	25	0	0	0	0	7	12.5	27	15	11
15.14	Rape, Colza or mustard oil and fractions thereof, whether or not refined, but not chemically modified										
	-Low erucic acid rape or colza oil and its fractions										
1514.11.0 0	-Crude oil	5	0	0	0	0	0	2	3	5	2
1514.19	--Other										
1514.19.1 0	---Fractions of unrefined oil	5	0	0	0	0	0	2	3	5	2
1514.19.9 0	---Other	5	0	0	0	0	7	2	5	5	2
	-Other										
1514.91	--Crude oil										
1514.91.1 0	---Other rape or colza oil	5	0	0	0	0	0	7.5	3	5	2
1514.91.9 0	---Other	5	0	0	0	0	0	7.5	3	5	2
1514.99	--Other										
1514.99.1 0	---Fractions of unrefined oil	5	0	0	0	0	0	7.5	3	5	2
1514.99.9 1	----Other rape or colza oil	20	0	0	0	0	7	12.5	19	15	17
1514.99.9 9	----Other	20	0	0	0	0	7	12.5	19	15	17
1515	Other fixed vegetable fats and oils (including jojoba oil) and their fractions, whether or not refined, but not chemically modified										
	-Linseed oil and its										

	fractions										
1515.11.00	--Crude oil	5	0	0	0	0	0	5	3	5	2
1515.19.00	--Other	15	0	0	0	0	0	7.5	7	3	4
	-Maize (corn) oil and its fractions:										
1515.21.00	--Crude oil	5	0	0	0	0	0	5	3	5	2
1515.29	--Other										
	---Fractions of unrefined oil										
1515.29.11	----Solid fractions	5	0	0	0	0	0	5	3	5	2
1515.29.19	----Other	5	0	0	0	0	0	5	3	5	2
	---Other										
1515.29.91	----Solid fractions	20	0	0	0	0	7	17.5	15	20	22.5
1515.29.99	----Other	30	0	0	0	0	7	17.5	15	20	22.5
1515.30	-Castor oil and its fractions										
1515.30.10	--Crude oil	7	0	0	0	0	0	5	3	5	2
1515.30.90	--Other	15	0	0	0	0	0	7.5	7	3	4
1515.50	-Sesame oil and its fractions										
1515.50.10	--Crude oil	7	0	0	0	0	0	7	3	5	2
1515.50.20	--Fractions of unrefined oil	7	0	0	0	0	0	7	3	5	2
1515.50.90	--Other	25	0	0	0	0	7	25	32	25	28
1516	Animal or vegetable fats and oils and their fractions, partly or wholly hydrogenated, inter-esterified, re-esterified or elaidinised, whether or not refined, but not further prepared										
1516.10	-Animal fats and oils and their fractions:										
1516.10.10	--In packings of a net weight of 10kg or more	22	0	0	0	0	7	12.5	20	15	17

1516.10.90	--Other										
1516.20	-Vegetable fats and oils and their fractions:										
	--Re-esterified fats and oils and their fractions										
1516.20.11	---Of soya-beans	20	0	0	0	0	7	12.5	19	15	17
1516.20.12	---Of the fruit of the oil palm, crude	25	0	0	0	0	7	12.5	22	15	17
1516.20.13	---Of the fruit of the oil palm, other than crude	30	0	0	0	0	7	12.5	22	15	17
1516.20.14	---Of coconuts										
1516.20.15	---Of palm kernels, crude	25	0	0	0	0	7	12.5	22	15	17
1516.20.16	---Of palm kernels, refined, bleached and deodorized (RBD)	30	0	0	0	0	7	12.5	22	15	17
1516.20.17	---Of ground nuts	25	0	0	0	0	7	12.5	22	15	17
1516.20.18	---Of linseed	25	0	0	0	0	7	12.5	22	15	17
1516.20.19	---Other	25	0	0	0	0	7	12.5	22	15	17

Source: Ministry of Finance

On August 10, 2015, the Ministry of Industry and Trade (MOIT) released Decision 8287/QD-BCT regarding the announcement of the midterm review of the application of the official safeguard duties on refined soy and palm oil imports. As a result of the midterm review, the official safeguard measures continue to be applied on imported refined soy and palm oil products, under the following HS codes: 1507.90.90; 1511.90.91; 1511.90.92; and 1511.90.99. The safeguard applies to ASEAN refined palm oil exporters (Malaysia and Indonesia) and Argentine, U.S., and Brazilian refined soybean oil. The safeguard measures increase the import tariff on refined soy and palm oil products, aiming to help domestic refiners in response to an official request from domestic producers. Decision 8287 states that additional import duties will be applied and lowered over time, falling to 0 on May 8, 2017. Please see

GAIN report [VM5050](#) for more details. The additional import tariff drops to 2 percent on May 8, 2016 and will fall to zero on May 8, 2017, unless it is extended.

Below is the new schedule for the applied safeguard import duties:

Effective duration	Duty rate
From May 8, 2015 to May 7, 2016	3%
From May 8, 2016 to May 7, 2017	2%
From May 8, 2017 onward	0%

Recently, the GOV issued the Decree 9/2016/ND-CP dated January 28, 2016 specifying the mandatory fortification of micronutrients in foods and the roadmap for application in Vietnam. This Decree also provides details on the responsibilities of the three key Ministries in charge of managing food safety of foods fortified with micronutrients. This Decree enters into force on March 15, 2016. The Decree specifies the foods which must be fortified with the relevant micronutrients, including vegetable oils, which contain one of these ingredients: soy oil, palm oil, rapeseed oil, and peanut oil must be fortified with vitamin A, except in the case of vegetable oils used for food processing. The roadmap for fortification of Vitamin A in vegetable oils is mandatory after 2 (two) years from the date the Decree enters into force. The responsibilities of food safety management for foods fortified with micronutrients, which were previously assigned to the Ministry of Health (MOH), are re-assigned to the Ministry of Industry and Trade (MOIT) and the Ministry of Agriculture and Rural Development (MARD) for certain products. Accordingly, MOIT is now in charge of managing food safety for imports of vegetable oils fortified with micronutrients. Please see details in GAIN report [VM6012](#).

Exports

Currently, there is no official export volume data available for vegetable oils. According to trade data from Global Trade Atlas, Vietnam's exports of all types of animal or vegetable oils and fats reached an estimated 182 TMT in MY 2014/15, almost at the same level of the previous year (183 TMT). MY 2014/15 export value was about \$169 million, a drop of 18 percent from the year before (\$205 million). Of the total MY 2014/15 Vietnamese vegetable and animal oil and fat exports, crude and refined soy oil accounted for 57 percent, palm oil, copra oil and rapeseed oil accounted for 2.5 percent and other vegetable oils and fats for 40.5 percent. Post's initial estimates both MY 2015/16 and MY2016/17 soy oil exports are 100 TMT.

Table 77: Vietnam's all type animal or vegetable oil and fat exports by countries

	2011	2012	2013	2014	2015
Importing Countries	Quantity MT	Quantity MT	Quantity MT	Quantity MT	Quantity MT
South Korea	24,059	57,229	21,554	77,878	76,349
Singapore	169	20,196	24,698	19,224	24,972
India	4,943	960	4,992	0	23,747
China	26958	21,431	35,717	27,631	20,751
Japan	7215	10,301	16,092	14,593	15,163
Taiwan	31,229	42,439	33,126	20,029	5,268
Philippines	844	2,507	4,631	3,782	5,112

Malaysia	3,635	13,837	11,492	16,595	3,659
United States	267	335	331	417	3,216
Iran	0	0	0	0	1,055
Australia	139	520	151	126	713
Chile	0	0	0	0	500
Thailand	1003	1,656	43	33	450
Indonesia	1067	4,178	4,516	840	359
Canada	18	9	122	218	243
New Zealand	0	22	170	194	158
Belgium	6	8	12	16	156
Morocco	0	47	347	125	147
Netherlands	350	745	186	0	86
Germany	60	62	95	169	76
Poland	3	2	6	4	50
Denmark	0	0	61	0	47
France	194	31	124	17	21
Sri Lanka	0	0	0	38	20
Other countries	103	3,469	444	1,541	4
Total Volume	102,262	179,987	158,910	183,470	182,322

Source: GTA

Table 78: Vietnam's crude soybean oil exports by countries

Importing Countries	2011 Quantity MT	2012 Quantity MT	2013 Quantity MT	2014 Quantity MT	2015 Quantity MT
South Korea	21,471	47,932	19,444	74,456	69,974
India	3,193	n/a	4,992	n/a	23,747
Taiwan	n/a	n/a	n/a	n/a	5,016
Malaysia	3,099	10,779	9,132	15,945	2,632
Australia	25	948	n/a	n/a	578
Others	0	33,324	40,888	n/a	1
Total Volume	27,788	92,983	74,456	90,401	101,948

Source: GTA, Local Producers. Note: Crude soybean oil (HS code 150710)

Table 79: Vietnam's refined soybean oil exports by countries

Importing Countries	2011 Quantity MT	2012 Quantity MT	2013 Quantity MT	2014 Quantity MT	2015 Quantity MT
Philippines	60.7	n/a	2,536	187	729
South Korea	0.02	0.3	0.05	0.01	419
Malaysia	n/a	2,259	2,081	101	370
Ghana	n/a	n/a	n/a	20.4	n/a
Sri Lanka	n/a	n/a	n/a	18.2	n/a
Indonesia	n/a	2,804	5,204	n/a	n/a

North Korea	n/a	3,399	3,621	n/a	n/a
Singapore	n/a	3,240	2,108	21	n/a
Australia	115	140	922	n/a	n/a
China	n/a	5,544	461	n/a	n/a
Hong Kong	18.7	1,357	264	n/a	n/a
Taiwan	n/a	217	14	n/a	n/a
Japan	5	n/a	31	n/a	n/a
Others	0.1	19	4,298	542	n/a
Total	199.5	18,979	21,540	890	1,518

Source: GTA, Local Producers. Note: Refined soybean oil (HS code 150790)

Table 80: Vietnam's Soy Oil Export Trade Matrix

Country	Vietnam		
Commodity	Crude & Refined Soy oil		
Time Period	Jan-Dec	Units:	MT
Imports for:	2014		2015
U.S.	-	U.S.	-
Others		Others	
South Korea	74,456	South Korea	70,393
Malaysia	16,046	India	23,747
Philippines	187	Taiwan	5,016
Singapore	21	Malaysia	3,002
Ghana	20	Philippines	729
Sri Lanka	18	Australia	578
Total for Others	90,748		103,465
Others not Listed	543		1
Grand Total	91,291		103,466

Source: GTA, Local Producers

*Note: Crude Soy oil (HS code 150710) and Refined soy oil (HS code 150790)

Table 81: Vietnam's crude and refined palm oil* export by sources

Exporting Countries	2011	2012	2013	2014	2015
	Quantity MT	Quantity MT	Quantity MT	Quantity MT	Quantity MT
Malaysia	0	289	0	0	220
South Korea	0.003	20	0.013	0.004	0.001
Cote d'Ivoire	0	0	0.006	0	0
Iceland	0	0.023	0	0	0
Australia	0	0	4	6	0
Egypt	0	0	41	127	0
India	1,500	250	0	0	0
Total Volume	1,500	559	45	133	220

Source: GTA.

Note: *Palm oils include crude palm oil (HS code 151110); palm kernel oil HS code (151321); refined palm oil (HS code 151190) and refined palm kernel oil (HS code 151329)

Table 82: Vietnam's Crude and Refined Palm Oil Export Trade Matrix

Country	Vietnam		
Commodity	Crude and Refined Palm oil		
Time Period	Jan-Dec	Units:	MT
Imports for:	2014		2015
U.S.	0	U.S.	0
Others		Others	
Egypt	127	Malaysia	220
Australia	6		
Total for Others	133		220
Others not Listed	0		0
Grand Total	133		220

Source: GCO, GTA,

Note: Crude palm oil includes crude palm oil (HS code 151110) and palm kernel oil HS code (151321)

Refined coconut (copra) oil includes refined palm oil (HS code 151190) and refined palm kernel oil (HS code 151329)

Table 83: Vietnam's coconut (copra) oil exports

Unit: In MT	2011	2012	2013	2014	2015
Crude Coconut (Copra) Oil (HS code 151311)	1,254	3,809	1,482	2,859	1,389
Refined Coconut Oil (HS code 151319)	1.4	10	3.5	182	2,922
Total coconut oil exports	1,255.4	3,819	1,485.5	3,041	4,311

Source: GTA

Table 84: Vietnam's crude coconut (copra) oil exports by countries

Importing Countries	2011 Quantity MT	2012 Quantity MT	2013 Quantity MT	2014 Quantity MT	2015 Quantity MT
China	312	886	1,385	2,751	544
Japan	0	0	0	9.9	562
United States	0	0	0	0	84
South Korea	0	0	0	15	79
Netherlands	0	0	0	0	68
Denmark	0	0	0	0	47
Canada	1	8.3	0.001	5.3	1.9
Russia	0	0	1.9	0.8	1.4
Thailand	941	1,631	0	0	0.01
Others	0	1,284	95	77	2

Total Volume	1,254	3,809	1,482	2,859	1,389
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Source: GTA, Local Producers. Note: Crude Coconut (Copra) Oil (HS code 151311)

Table 85: Vietnam's refined coconut (copra) oil exports by countries

Importing Countries	2011 Quantity MT	2012 Quantity MT	2013 Quantity MT	2014 Quantity MT	2015 Quantity MT
United States	0	0	2.3	16	2,349
Canada	0	0	0	149	240
New Zealand	0	0	0	5	14
Japan	0	0	0	3.6	184
South Korea	0	0	1.2	2.7	54
Australia	0	0	0	0	77
Others	1.4	10	32	5.7	4
Total Volume	1.4	10	36	182	2,922

Source: GTA, Local Producers. Note: Refined Coconut Oil (HS code 151319)

Table 86: Vietnam's Coconut (Copra) Oil Export Trade Matrix

Country	Vietnam		
Commodity	Crude & Refined Coconut oil		
Time Period	Jan-Dec	Units:	MT
Imports for:	2014		2015
U.S.	16	U.S.	2,433
Others		Others	
China	2,751	Japan	746
Canada	149	China	544
Taiwan	77	Canada	240
South Korea	18	South Korea	133
Japan	14	Australia	77
		Netherlands	68
		Denmark	47
		New Zealand	14
Total for Others	3,009		1,869
Others not Listed	16		9
Grand Total	3,041		4,311

Source: GTA

*Note: Crude coconut oil - HS code 151311 and refined coconut oil - HS code 151319

Table 87: Vietnam's rapeseed oil exports

Unit: In MT	2011	2012	2013	2014	2015
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Rapeseed Or Colza Oil (HS code 151411)	0	0	0.004	0	0
Rapeseed Or Colza Oil (HS code 151419)	10	8	27	6	6
Rapeseed, Colza Or Mustard Oil (HS code 151499)	0	0	0	5	0
Total rapeseed oil exports	10	8	27	11	6

Source: GTA

STATISTICS

Production, Supply and Demand Data Statistics:

Table 88: Vietnam's Production, Supply & Demand Table for Soybean Oil

Oil, Soybean Market Begin Year	2014/2015		2015/2016		2016/2017	
	Jan 2015		Jan 2016		Jan 2017	
Vietnam	USDA Official	New Post	USDA Official	New Post	USDA Official	New Post
Crush	1130	1127	1250	1150	1400	1200
Extr. Rate, 999.9999	0.1903	0.1899	0.1904	0.1983	0.19	0.1983
Beginning Stocks	18	18	12	16	15	14
Production	215	214	238	228	266	238
MY Imports	98	98	100	110	100	120
MY Imp. from U.S.	0	0	0	0	0	0
MY Imp. from EU	0	0	0	0	0	0
Total Supply	331	330	350	354	381	372
MY Exports	104	104	90	110	95	110
MY Exp. to EU	0	0	0	0	0	0
Industrial Dom. Cons.	0	0	0	0	0	0
Food Use Dom. Cons.	215	190	245	210	265	230
Feed Waste Dom. Cons.	0	20	0	20	0	25
Total Dom. Cons.	215	210	245	230	265	255
Ending Stocks	12	16	15	14	21	7
Total Distribution	331	330	350	354	381	372
(1000 MT) ,(PERCENT)						

Source: GCO, GTA, Local Producers, Post estimates

Note: Soybean oil includes crude and refined soy oil (HS code 150710 and 150790)

Table 89: Vietnam's Production, Supply & Demand Table for Palm Oil

Oil, Palm Market Begin Year	2014/2015		2015/2016		2016/2017	
	Jan 2014		Jan 2015		Jan 2017	
Vietnam	USDA Official	New Post	USDA Official	New Post	USDA Official	New Post
Area Planted	0	0	0	0	0	0
Area Harvested	0	0	0	0	0	0
Trees	0	0	0	0	0	0
Beginning Stocks	39	39	30	17	0	17

Production	0	0	0	0	0	0
MY Imports	706	618	740	650	0	680
MY Imp. from U.S.	0	0	0	0	0	0
MY Imp. from EU	0	0	0	0	0	0
Total Supply	745	657	770	667	0	697
MY Exports	0	0	0	0	0	0
MY Exp. to EU	0	0	0	0	0	0
Industrial Dom. Cons.	0	0	0	0	0	0
Food Use Dom. Cons.	715	640	740	650	0	680
Feed Waste Dom. Cons.	0	0	0	0	0	0
Total Dom. Cons.	715	640	740	650	0	680
Ending Stocks	30	17	30	17	0	17
Total Distribution	745	657	770	667	0	697
(1000 HA) ,(1000 TREES) ,(1000 MT)						

Source: GCO, GTA, Local Producers, Post estimates

Note: Palm oil includes crude and refined palm and palm kernel oils (HS code 151110; 151321; 151190 and 151329)

Table 90: Vietnam's Production, Supply & Demand Table for Coconut (Copra) Oil

Oil, Coconut Market Begin Year	2014/2015		2015/2016		2016/2017	
	Jan 2015		Jan 2016		Jan 2017	
	USDA Official	New Post	USDA Official	New Post	USDA Official	New Post
Vietnam						
Crush	242	254	240	258	0	260
Extr. Rate, 999.9999	0.6322	0.6299	0.6333	0.6318	0	0.6308
Beginning Stocks	0	0	0	8	0	9
Production	153	160	152	163	0	164
MY Imports	2	2	2	2	0	2
MY Imp. from U.S.	0	0	0	0	0	0
MY Imp. from EU	0	0	0	0	0	0
Total Supply	155	162	154	173	0	175
MY Exports	4	4	2	4	0	4
MY Exp. to EU	0	0	0	0	0	0
Industrial Dom. Cons.	0	50	0	55	0	58
Food Use Dom. Cons.	151	100	152	105	0	108
Feed Waste Dom. Cons.	0	0	0	0	0	0
Total Dom. Cons.	151	150	152	160	0	166
Ending Stocks	0	8	0	9	0	5
Total Distribution	155	162	154	173	0	175
(1000 MT) ,(PERCENT)						

Source: GCO, GTA, Local Producers, Post estimates

Note: Note: Crude Coconut (Copra) Oil (HS code 151311) and Refined Coconut (Copra) Oil (HS code 151319)